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A Management Checklist For Overseas Business

By Walter W. Brudno

Attorney, Kilgore & Kilgore, Dallas, Texas

This is the last of a series of articles reprinted from the Third Annual Institute, PRIVATE INVESTMENTS ABROAD, sponsored by the Southwestern Legal Foundation, Dallas, Tex., and published by Matthew Bender & Company, Inc., Albany 1, N.Y.

Each country, of course, has its own labor laws, labor conditions, and labor practices. The initial questions with respect to these matters are the same as those that arise in the U.S., but they must be supplemented with a number of additional questions.

- What are the minimum-wage rates and maximum-hour limitations?
- What are the differentiations between skilled and unskilled workers and male and female workers?
- What are the nature and extent of labor organization and the legal status of organized labor?
- What are the standard provisions of labor agreements, either required by law or by established practice in the particular industry?

In many countries, provisions normally left to collective bargaining in the U.S. are automatically fixed by law. Further investigataion should include these questions:

- Is profit sharing with workers compulsory or customary?
- What are the provisions for hiring, seniority, severance pay, and discharge?
- Are there any requirements for education of employees or their families?
- Must housing or housing allowances be provided?
- Are medical and maternity care necessary?

Determine, also, if a particular percentage of the work force must be nationals or if a particular percentage of payroll must be paid to nationals. Sometimes exceptions can be obtained from such requirements, although the exceptions are often for a limited period. If residence or work permits are required of nonnationals, determine the conditions for granting them in advance, for issuance of these permits may involve considerable delay and impede establishment of the venture within a reasonable time.

If the law provides for equal pay to nationals and foreigners for comparable work, the standards for determining what is comparable work should be investigated.

Antitrust Problems

The complexities of the antitrust law and the infinity of factual situations to which it may be applied are such that an attempt to state the basic questions involved could be misleading, but the following areas are those in which the antitrust law may operate and the principal types of activities to which it may relate.

From the point of view of U.S. antitrust law, the legal problems raised will depend on whether the activity of the American businessman is that of a distributor, a licensor, or a foreign investor. In all cases, bear in mind that only the restraint of U.S. trade is proscribed. If an arrangement does not directly and materially affect the foreign commerce of this counrty, the application of U.S. antitrust laws can be ignored.

An American businessman whose sole international activity is the export of goods will generally be concerned primarily with whether his agreement with foreign distributors, customers, or competitors may be injurious to exporters from or importers to this country, because of exclusive dealing, price fixing, territorial division, or third-party-boycott elements of the transaction, or because of an implicit of overt tendency to monopolize a particular line of foreign commerce with the U.S.

In foreign licensing of patents, trademarks, and know-how, questions arise as to safety of exclusive grants, cross-licensing, territorial limitations, and patent-pooling arrangements. The foreign investor engaged in direct manufacturing operations abroad will usually have no antitrust problems except in arrangements with distributors of the foreign product, acquisition of existing ventures, or establishment of a joint venture with competitors.

Although about 60 countries have some type of restrictive-practices legislation, few countries have a highly developed system of general application or an effective enforcement machinery. Nevertheless, consider possible application of such local legislation in every case, in

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'No Problem' In Overseas Competition

U.S. small businesses entering international trade are relatively unconcerned about foreign competition, according to testimony of 6 of them before the Senate's Select Committee on Small Business.

"If we can compete in American industry," said Charles Hawley, vice president of the Meat Packers Equipment Co. of Oakland, Calif., "We can compete in the overseas market.

"But if we sit back and do nothing and do not keep developing new products and good products, we are going to lose the domestic market, and then we don't have to worry about the overseas market."

Mr. Hawley, representing one of the 6 winners of the President's E-for-export-excellence awards, testified before the Senate group that he found the overseas market just as profitable as the domestic market.

"We don't have 2 prices," he said. "Everybody pays the same whether it be overseas or not. . . . If we compete at this level, we certainly can do so overseas."

Another winner, W. G. Hunt of W. G. Hunt & Co., Laurinburg, N. C. added: "Export sales are just as profitable as domestic sales," although they "may take 10 or 15 minutes more in paper work."

A third winner, Eddy Courts, President of Teknis, Inc., an export agency firm in Plainville, Mass., was asked whether he saw any problems in his business future because of the creation of the European Economic Community.

No EEC Problems

"No," he replied. "On the contrary, it helps us. We need developed countries. We want equal partners.

"First of all, we have never seen Europe with so much money available to spend.

"Never have I seen so many American magazines on the desks of European engineers.

"They know exactly what we have in the United States and are not afraid to buy.

"When there was a show, I saw one French company sending 95 engineers on one chartered plane.

"It is unheard of. We have opportunities like never before. All we have to do is take a good look around us and stop being shy about what we have."

Robert Graham, Sales Manager and Vice President of the Advance Engineering Co. of Minneapolis, a manufacturer of automatic coffee vending machines, said his firm's summer sales to South America helped equalize production with its winter sales on the domestic market.

Any company with seasonal sales will be helped by off-season sales in South America, where winter comes in July, he said.

'Interesting Lesson'

Mr. Courts also told the Senators about what he called "a very interesting lesson about what we have in the United States, and how poorly we use what we have."

A traveler to Europe for 15 years, he said that during that time, "almost every customer who would talk to me would end up his discussion with a remark—usually it was a bitter remark—against the habits we have in the United States of doing business. . . . I heard so much of it that I decided that if only I could avoid those mistakes that some other companies seemed to be making, I would be doing well in business. . .

"What I heard most, what the customers abroad have against us is, first, we don't answer letters. People write to us, we neglect to answer. I promised myself that I would answer letters.

"Second, when we finally answer, our advice is not complete. We write in English, we give specifications in pounds, ounces, troy ounces, and we have practically no respect for the man who wrote to us. I promised myself that I would not repeat this mistake.

"People abroad receive visitors from the United States—salesmen, vice presidents, presidents and and so on. Those people are full of goodwill while they are in Europe, and they make promises.

"And they frequently grab the phone abroad and say, 'I am going to call my home office, this must be taken care of. You have placed an order with us in the United States and we haven't shipped it, and I want to know about it.'

'Full of Goodwill'

"They are full of goodwill, and they say that as soon as they are back, they will take care of this order.

"Well, this gentleman continues his trip and goes back to the States and doesn't do what he promised. Well, I promised myself that if I promised anything in Europe, I would stick to it.

"It was in Europe that I learned how rich we are in America, how many products we have. It was in Europe that I learned that the bigger the United States firm is, the slower it moves, and that there is plenty of room, and there are plenty of opportunities, for small firms, very small firms, if only they are willing to listen to what their customers want.

"In my office we have a few simple principles. When somebody writes us a letter or places an order with us, we believe that he does it because he needs us, he needs our goods.

"The first thing to do is to help him, to give him what he wants. Probably this man would have come and knocked at our door if he could. But he can't so he writes us a letter.

"We cannot leave his letter unanswered. First of all, it is not polite. And then, it is extremely poor business.

Answer the Mail

"So we make a point: Do not go home at night until the letter or the cable has been answered. If not answered completely, tell the man that we know he has written and we are trying to help him.

"Then, we have staffed our office with people who speak languages, who travel, and who do not look down upon our foreign customers.

"We have made out of our export business a business just like any other. We are selling to them abroad, forgetting that they are 6,000 miles away.

"A customer, wherever he is, has the same qualifications to us. He is a man who needs material and he has money to pay for it, and it would be just plain foolishness not to respect what he wants."

EEC Plans to Double Tariffs On Important U.S. Products

According to available information, the Council of Ministers of the European Economic Community has decided, in principle, to take counter-measures against U.S. duty increases on woolen rugs and glass.

The exact text of the announcement is still being prepared. However, it was reported that Common External Tariff rates will be increased on polystyrene, Polyethylene, synthetic cloth and varnishes.

CXT duties on all these items had been bound to the U.S. during the recent GATT negotiations at the following rates: Polystyrene and polyethylene, 20%; varnishes, 15%; and synthetic cloth, 17%.

According to unofficial information, the duties on most of these items will be increased to 40%.

Nothing has been divulged yet as to the implementation of these increases in the individual member states.

The Council of Ministers will officially notify the U.S. Government of this action on June 17, and the council's decision presumably will become effective on July 17.

A Management Checklist For Overseas Business

(Continued from cover page 2)

consultation with foreign counsel. Without detailed knowledge of the particular foreign law, it is difficult to anticipate the relevant questions, since many acts or agreements that we regard as standard business practice may be prohibited.

Operations within or with respect to the European Common Market area should, of course, be analyzed in the light of Articles 85 and 86 of the Treaty of Rome, implementing regulations of the Commission of the European Economic Community, and conforming legislation of the six member states.

Movement of Goods

An American exporter should determine whether the country receiving his goods requires an import license. This license may be required on all dutiable goods, goods subject to exchange control, goods on a prohibited list, or goods otherwise restricted. Although the importer must usually procure the import license, the exporter should be sure that a valid license has been issued and will be in force on the date the goods arrive.

In addition to the import license, the exporter should determine the importing country's requirements for: (1) commercial invoices, (2) consular invoices, (3) certificates of origin, (4) packing lists, (5) marking and labeling, (6) sanitary certification, and (7) variations in documentary requirements regarding entry by land, sea, or air.

Determine, also, the applicability of the U.S. export-control regulations. These regulations apply to shipments of goods, to licenses, and to the transfer of drawings, designs, and technical data that relate to matters of strategic or military importance, and to shipments to designated countries.

An American importer should also note that the export regulations of some countries require that an import certificate be obtained from the U.S. government before an export license will be granted and that, upon arrival of the goods, a delivery verification be obtained from the U.S. Collector of Customs and forwarded to the foreign government agency that issued the export license.

An almost infinite variety of documentary and other requirements exists regarding export and import shipments. Therefore, exercise great care in transactions with any country in order to avoid penalties, confiscation of goods, extensive delays, or prohibition of further trade.

In addition to all these problems, which relate particularly to international transactions, the company's counsel should analyze any problem that he might consider in advising on a domestic transaction. When handling legal matters relevant to a foreign venture, it is easy to act on the basis of assumptions that are not even recognized as being assumptions, and to overlook the fact that principles and concepts that we consider obvious, immutable, and inevitable may not be applicable under a foreign legal system.

Contract and Agency

Determine whether the American party has capacity to contract, regarding the particular subject matter, and judicial status to enforce his contract rights. Study the requirements of formality of contract and determine if the requirements are different where the foreign party executes the contract in his country and the American party executes the contract here. Also determine if execution by the American party in the foreign country will be a valid act.

In the field of agency, determine the manner in which an agency relationship is created and terminated and the nature and extent of the principal's responsibility for acts of the agent. Even more important, what are the circumstances that may give rise to an agency relationship when none is intended? From the tax standpoint, constantly be on guard lest a relationship with a foreign distributor, customer, or representative result in unanticipated subjection to foreign tax jurisdiction.

Many legal systems afford inadequate protection to creditors, and the available security devices are either antiquated, cumbersome, or illusory. Determine whether the law provides for either real or chattel mortgages and, if so, whether a foreign corporation may hold or enforce rights thereunder. If conditional sales are permitted, determine whether recording is permissible or necessary, procedures for repossession are adequate, and credit must be given for the value of repossessed goods—and, if so, whether the amount or method of valuation can be determined in advance.

Determine the effect of conditional sales on the seller's liability for income or other taxes. Under the laws of many countries, the seller under a conditional sales contract is deemed to have a stock of goods within the country and to effect sales there when the conditions have been performed.

It is important to comply with documentary formalities under foreign law. Certain agreements may be unenforceable if not filed with the commercial or other registry or if not registered or filed with the tax authorities.

In some civil-law countries, for example, certain types of agreements can be entered into only by formal notarial act, whereas others may be entered into by direct agreement between the parties but must be certified before a notary. Still others may be valid only if approved by exchange-control authorities, an agent of the ministry of commerce or foreign trade, or some other administrator.

What's the Status?

Finally, evaluate the nature and effectiveness of judicial remedies in the event of either private dispute or dispute with the foreign government. What is the status of foreigners and foreign corporations generally, as both a matter of law and a matter of practice?

Although this may seem like a formidable list of legal problems and considerations, it does not exhaust the possible areas that should be investigated. It does, however, indicate the variety and complexity of the task, and it provides a check list of the principal areas of concern to the company engaging in business operations overseas.

Nigerians Endorse Free Enterprise

The Nigerian House of Representatives has emphatically endorsed the free enterprise principle for developing her basic industrial and commercial enterprises.

A recent motion advocating nationalization of all such enterprises was defeated by a vote of 123 to 42.

The Government announced that any broadening of the present scope of nationalization was not in Nigeria's best interests and initiated a review of all business legislation.

The Federal Minister of Finance indicated in a policy speech to Parliament that the government welcomed increasing Nigerian ownership and direction of business undertakings, but it also recognized that technical know-how, managerial skills and new venture capital must be imported for some time to come.

The Government of Nigeria recognizes that it must use all available economic means, including domestic and foreign private investment, to maintain economic growth and attract needed technical and managerial skills, as well as financial resources.

Mission Plans Selling Trip To Greece

The Trade Mission Division of the Department of Commerce is seeking 4 American business executives with expert knowledge of food processing; metalworking; semi-manufactured metals and components; textile machinery, and investments and joint ventures to participate in the fall Trade Mission to Greece.

The 4 to be selected will receive no remuneration apart from their travel expenses and a per diem while abroad, and upon their return, will participate in a series of face-to-face conferences with American businessmen in various parts of the country.

While in Greece from Nov. 3 to Dec. 5, the Trade Mission members will present business proposals to local purchasers of U.S. goods. They also will consult with Government officials, manufacturers, exporters and importers, in Athens, Thessaloniki, and Patras.

Oct. 1 Deadline

U.S. business proposals must be submitted to the Trade Missions Division in Washington before Oct. 1.

The Trade Mission will report on each business proposal, and on names, addresses and company affiliations of prospective customers.

Greece's imminent association with the European Economic Community has stimulated the country's industrial expansion.

U.S. exporters of producer goods will be able to participate in this expanding market. Greece's rising trend of imports should increase purchases of such equipment about 10% this year over the record set in 1961.

The major categories of Greek imports from the U.S., her second largest supplier, are machinery, vehicles and foodstuffs.

If you want to do business in Greece through the Trade Mission, answer the following questions:

- Do you now have business connections in Greece or are you represented there? (If you have exclusive representation, the Mission cannot locate another agent for you.) If represented, by whom?
- Have you had previous business experience in Greece?
- What products do you want to sell or buy in Greece, or what sort of business transaction do you want to undertake? Please describe products in detail.
- Do you want to obtain a Greek agent or export directly?
- Do you prefer to import for your own account or to act as an agent?
- Will you consider direct investment or a joint venture, such as providing machinery, know-how, or capital to a qualified firm?
- Are you interested in licensing a qualified Greek company to produce your products? If so, tell in detail about the sort of agreement you would consider.
- To what extent are you prepared to sell on long-term credit, or, if dollar exchange is not available, accept payment in foreign currency?
- What type of company would be qualified to transact your business?

Don't hesitate to better illustrate your proposition by sending catalogues and brochures, as well as information indicating the size and scope of your operation. No firm is too large or small to be represented.

Send all information (an original and 2 carbons, please) to: Director, U.S. Trade Mission to Greece, Bureau of International Business Operations, U.S. Department of Commerce, Washington 25, D.C. You also may reply through any Commerce Department Field Office.

Wanted: Expertise

The 4 members of the U.S. Trade Mission to Greece should be knowledgeable in the following fields:

FOOD PROCESSING—Knowledgeable about freezing fruits, fish and vegetables and/or canning and dehydration processes. Should be familiar with U.S. sources of food processing machinery and equipment, preservatives, colorings and additives. Knowledge of packaging equipment and U.S. sources of supply desirable, as well as ability to discuss license agreements and possibilities for capital participation.

METALWORKING, SEMI-MANUFACTURED METALS AND COMPONENTS—Machine tool production engineer or plant manager with broad knowledge of machine tools and metalworking equipment. Qualified to advise on types of equipment and materials needed, their properties, advantages, costs, U.S. sources of supply and terms of sale. Experience in joint venture and licensing desirable.

TEXTILE MACHINERY—Capable of advising on modernization of textile mills producing cotton, wool, worsted and synthetics. Technical knowledge of U.S. textile machinery and equipment and their competitive advantages necessary; also familiarity with plant layout and machinery needs for utilization of synthetic fiber mixtures with cotton and wool. A knowlodge of U.S. bleaching, dyeing and finishing processes and machinery would also be helpful.

INVESTMENT AND JOINT VENTURE—Able to advise on prospectus preparations likely to attract U.S. investors; conversant with requirements for joint venture operations; also desirable that he be knowledgeable of European Common Market potentials for Greek products manufactured under joint venture or license.

Facts on Greece

A constitutional monarchy. Capital is Athens. Population is 1.8 million.

Area of 51,200 square miles (about the size of New York state). Largely mountainous. Principal minerals produced in 1960 in thousands of metric tons were: lignite 2,500; bauxite 950; magnesite 240; pyrites 130; and chrome 100.

Population: 8.4 million in 1961 of whom 3.33 million employed were divided as follows: agriculture 1,500,000; industry 740,000; services 960,000; and other 155,000. Considerable unemployment (100,000) and underemployment (500,000).

National income in 1960 was $2.7 billion with per capita income of $320.

Industry is not highly developed. Principal industries: textiles, processing of beverages and foodstuffs, cement and chemicals.

A Weekly Roundup of Timely News Items Received From More Than 280 Foreign Service Posts

ON WORLD COMMERCE

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- AFGHANISTAN—Two Soviet bloc projects at Ghori, in northern Afghanistan, are completed. Country's second cement plant, with 200-ton daily capacity and built under Czech assistance, is in production and being expanded to 400-ton capacity. Hydroelectric power plant, constructed with Soviet assistance, is also finished. Power plant has 3 generators, each with 3,000-kilowatt capacity.
- AUSTRALIA—Country's first American-style drive-in restaurant to be constructed by September near Adelaide by American firm. All-weather $80,000 drive-in to feature 22¢-hamburger cooked on conveyor-type grill capable of handling 600 an hour. Some food equipment reportedly is being specially designed in Adelaide, but automatic grill to be imported from U.S.
- BRITISH GUIANA—Imports of beef and pork, fresh, frozen or chilled, including bacon and ham, are now prohibited.
- CAMBODIA—Riel notes may not be imported or exported beginning June 1. Measure designed mainly to force travelers to buy riels at official exchange rate of $1 for 35 riels. One dollar currently buys about 70 riels in neighboring countries' free market.
- COLOMBIA—Agency for International Development (AID) to furnish technicians and specialists for programs of Colombian Institute of Agrarian Reform, under Technical Assistance Agreement. Both parties to sponsor training of Colombians in U.S.
- COSTA RICA—Steamship line, Transportes Interoceanicos Centroamericanos, S.A. (Tica), has been formed by Costa Rican exporters and importers group plus one Panamanian firm for service between New York and Limón. U.S. Company, Dovar Lines, chartered to operate four 1,400-1,500 ton European-owned ships bi-weekly. Line is guaranteed cargo by its stockholders, for whom it means faster and cheaper service. It is competing with other lines for general cargo.
- FINLAND—Oulu stores to highlight U.S.-made goods and exhibit U. S. Travel Service displays during June 9-10 "American Days" celebration featuring Agriculture Secretary Orville Freeman as principal speaker. Celebration is annual event of Finnish-American Society.
- FRANCE—Esso-Standard, S.A., to construct petroleum refinery at Fos-sur-Mer, approximately 30 miles west of Marseilles on Gulf of Fos. This fourth refinery in "Marseilles Group," when completed in 1965, will raise processing capacity in area to nearly 17 million metric tons of crude petroleum a year.
- HONG KONG—In separate statements, Hong Kong Government, China Light & Power Co., Ltd., and Hong Kong Electric Co., Ltd., announce agreement on merger of Colony's two power companies, calling for standardized rates and fixing basic dividend payable to shareholders. After dividend payment and retention of an agreed sum for capital expansion, 75% of surplus profits "will be applied to reduction of charges or in other ways beneficial solely to consumers," and 25% to increase of dividends. Capital investment in next 5 years estimated at $122 million.

- IRELAND—Electricity Supply Board planning £7 million ($19.6 million) power station for undetermined site on south coast. Station will probably be of coal/oil-fired type.

- ISRAEL—As result of February 9 currency devaluation, government has allocated subsidies for following commodities to maintain internal price stability: Flour, £38 million ($114 million); fodder, £23 million ($69 million); milk, £22 million ($66 million); vegetables, £5 million ($15 million); and fuel, £2.8 million ($8.4 million).

  Government proposes compulsory saving scheme for all earners except those in lowest bracket, to absorb some of excess purchasing power threatening economy following devaluation. Plan calls for forced saving of 3% or 4% of earnings on 5-6 year loan bearing 6% interest and linked to consumer price index.

  Government reportedly has lent about $350,000 to an American and an Israeli to start privately-operated movie studio this summer near Tel Aviv. Hope to start shooting early next year. English-language films planned generally, but if arrangements can be made with other countries' firms, movies in other languages will be produced.

- JAPAN—Ministry of International Trade and Industry (MITI) announces allocation of $1.4 million for Fund Allocation (FA) imports of canned pineapple (non-Ryukyuan) on global basis for first half fiscal year beginning Apr. 1, 1962. Estimates are that allocation is sufficient for purchase of 230,000 cases or 8 million cans.

  To expand market outlets in Southeast and East Asia, Government sets dairy product export target for fiscal 1962 (Apr. 1, 1962-Mar. 31, 1963) at 220,000 cases or about 2,400 metric tons, including canned powdered milk and ice cream powder. To meet target, Japan expected to import non-fat dry milk in quantities valued at from $840,000 to $1.4 million for the year.

  Adding to impact of May 11 Oil Industry Law providing Government with broad regulatory powers, both Houses of Diet adopt resolutions calling on Government to set up organization to purchase crude oil produced by Japanese companies at home and abroad, "as well as other crude oil," e.g., Soviet crude.

- KENYA—Over £2 million ($5.6 million) in investments in Kenya from various European countries were accorded approved status in March and April, according to Foreign Minister.

- LEBANON—Ministry of Information announces that £2.2 million ($733,000) allocated for tourism projects.

- LIBERIA—President has approved amendment to Liberia's Maritime Law specifying that "All matters affecting the economy of Liberian Flag ships, including labour relations, shall be governed by the laws of Liberia."

- MEXICO—News of Mexico City-based firms: Instrumentos de Precision, S. A., producing in Federal District factory precision tools and equipment for mechanical drawing, and other materials for engineers and architects.

  IBM de Mexico, S. A., to establish training center in Cuernavaca, State of Morelos, by end of 1962. Center to be available to users of IBM equipment from Mexico, Central America and South America.

  Michelmex, S. A., manufacturer of 100% Mexican-made sun glasses, has exported its first 10,000 pairs to a U. S. buyer.

  Compania Inertol de Mexico, S. A., affiliate of U.S. Inertol Corp., is building plant in Mexico City area to manufacture industrial and specialty paints.

  Laboratorios Courlland-Garcia Crespo, S. A., affiliate of Courlland Laboratories of California, to build chemical-pharmaceutical plant in Mexico City

area. Mexicolonia, S. A., to manufacture German line of "4711" perfume products.

Filtros Vicor, S. A., is new company manufacturing filters for water, gasoline, diesel fuel, etc.

Baleromex, S. A., to manufacture and rebuild industrial bearings.

Flexo-Mex, S. A., Juan Escutia 172, Mexico, D. F., manufacturing phenolic resin-type cutting wheels for stationary industrial machinery, and high speed cut-type wheels for polishing.

Alsthom de Mexico, S. A., Mexico City, to manufacture and install equipment for electric power generating plants. Firm affiliated with Societe General de Construccions Electriques et Mechaniques Alsthom, of Paris, France.

Manufacturas Metalicas Monterrey, S. A., Monterrey, Nuevo Leon, has expanded to include manufacture under license with U.S. firm of pumps and oil field machinery and equipment, automobile, truck and bus chassis, front-end assemblies, suspension assemblies and other automotive components.

Manning, Maxwell and Moore de Mexico, S. A., San Bartolo Naucalpan, State of Mexico, to produce forged valves for oil, petrochemical and other industries, safety valves, thermometers, manometers, and other industrial controls.

- MOROCCO—Government agency Bureau des Recherches et Participations Minieres (BRPM) signs agreement with West German firm PREUSSAG for petroleum exploration in 11,200-square kilometer area between El Jadida and Safe. Expenditure of $4 million planned, 80% by German company and 20% by BRPM. Oil to be exploited on 50-50 basis if found.

- NETHERLANDS—Sales of Algemene Kunstzijde Unie (AKU), Netherlands' largest producer of artificial fibers, increased first quarter 1962 to $25.5 million, 7% over comparable 1961 period, and net profits rose 13% to $1.7 million. Plans for expansion include two new factories for synthetic yarns and linen yarns.

  Netherlands Bank has raised cash reserve requirement for commercial banks from 6% to 8%.

  Six Dutch shoe factories cooperating to form new company, United Shoe Factories, Holland N.V., to strengthen competitive position in Common Market. Company to handle all exports and imports on joint basis, and coordinate exchange of technical and commercial data.

  National Starch and Chemical Corp. to team up with Adhesives and Gelatin Works "Delft," N.V., to form jointly-owned Netherlands subsidiary in fields of basic emulsions and synthetic glues.

  State gas company enters 15-year contract with German public utility company to supply 4.5 million cubic meters of natural gas annually from new Groningen field. Although small, new project points to more important developments in international distribution of these reserves, estimated at 150 billion cubic meters.

- NIGERIA—Pipelines to transport natural gas from Shell B-P's fields at Afam and Apara will bring new source of energy to Electricity Corp. of Nigeria's completed gas turbine generating station at Afam and to new Trans-Amadi industrial area in Port Harcourt. Eastern Nigerian Development Corp. will distribute and sell gas to factories in area.

  Forest Product Research Laboratory opens in Ibadan. Equipped at cost of more than $140,000, it will help timber contractors, saw-mill owners and others, and add estimated $28 million to Nigerian revenue annually.

- NORWAY—Largest hydroelectric power project in country's history, Sira-Kvina scheme in southern Norway, presented to Storting for approval. Estimated to cost over one billion kroner ($141,000,000), new project would construct 3 power stations with 1.36 million-kilowatt total generating capacity. Annual production of some 6 billion kilowatt-hours to equal nearly one-fifth of Norway's

current output. Sira-Kvina Kraftselskap, jointly owned by State and adjacent municipalities, is behind project. Potential industrial consumers include Norsk Hydro and Electrokemisk, planning to build large aluminum plants, and Titania A/S, subsidiary of National Lead Co., planning to construct ilmenite refining plant.

- PAKISTAN—International General Electric Co. of New York awarded contract to supply 14 power transformers valued at $339,700, expected to be largest consignment of transformers ever shipped to Pakistan.

- PHILIPPINES.—Central Bank has reduced special advance time deposits on imports of unclassified and non-essential consumer items from 150% to 100%, on imports of non-essential producer items and semi-essential consumer items from 100% to 75%, and on semi-essential producer items from 50% to 25%. Imports of raw materials for local processing completely exempted from payment of advance deposits.

  Bill to revise tariff and customs code withdrawn from House of Representatives. Would have tightened definition of remnants and imposed higher duty on remnant imports.

- SUDAN—Posts and Telegraphs Department announces its 7-Year Plan to develop Sudan's telecommunications system includes replacement of all overhead wires by underground cables. Special efforts will be made to provide radio-telephone equipment in Nuba Mountains area (Central Sudan) and southern provinces.

  Four more cargo ships to be obtained from Yugoslavia for Sudanese merchant marine, which became reality when two Yugoslav-built ships were placed in service recently.

- SWITZERLAND—Consortium of Swiss banks will open long-term credits of about $11.5 million for purchase by India of Swiss equipment for development projects. Equipment to be covered against export risks by Confederation.

  Watch industry currently making concentrated effort to expand exports to Far East. Swiss Watch Federation reported to have opened information center in Tokyo and technical center in Yokohama.

  Local press reports Nestle concern of Vevey has taken over factories of Scandinavian Marabou-Findus-Freia complex, manufacturers of food products and frozen foods, and founded holding company, Findus International, Ltd. Findus International to invest some $18.4 million in next few years in new production facilities, particularly in Germany and Italy. Present operations in Scandinavia to be extended.

- TANGANYIKA—U.S. percentage of local import market has doubled in past 3 years. At end of 1958 U.S. had only 2.7% (£1.0 million or $2.8 million) of this small but growing market; by end of 1961, figure had reached 5.4% (£1.73 million or $4.8 million).

- TRINIDAD—Federal Industries to import partially assembled International Harvester trucks for final assembly in plant to be built and employ 75 persons.

- UNITED ARAB REPUBLIC (EGYPT)—Schering Corporation of New Jersey, ethical drugs manufacturer, has set up scientific office in Cairo—the eighth in Egypt representing U. S. pharmaceutical firms.

- UNITED KINGDOM—Further step in relaxing last July's anti-inflationary measures has been taken by Bank of England by ordering release of one-third of special deposits it has required English and Scottish banks to hold. Order to make available $224,000,000 for use in British economy and expected to permit slight easing in bank lending policies.

- YEMEN—Government and merchants' group reach agreement for construction of modern 40-room hotel in Taiz.

9 Foreign Governments Want Supplies

Steel Wire, Meters, Locomotives, Paper, Generators, Helmets Sought

Several foreign governments, through their authorized procurement agencies, are inviting tenders for items of interest to U.S. suppliers. These opportunities are listed below. With each item, the date given is the closing date on which bids will be accepted.

Bidding instructions, specifications, and other pertinent data are available on loan to firms domiciled in the United States, from the Business Services Division, Bureau of International Business Operations, U.S. Department of Commerce, Washington 25, D.C., as indicated by a star (★), or telephone WOrth 7-2381 in Washington.

Ceylon

Cotton waste, 50 long tons each of white and colored, in pressed bales of 3-4 cwt. each, banded with hoop iron; samples required; Aug. 7. Government Stores Dept., Colombo. Specifications available from Embassy of Ceylon (ref. 193/26), 2148 Wyoming Ave., NW., Washington 8, D.C.

X-ray apparatus for therapeutic use, 2; 10 a.m. July 31. Ministry of Health, Colombo. Copies of tender notice and specifications available from Embassy of Ceylon (ref. 193/76), 2148 Wyoming Ave., NW., Washington 8, D.C.★

Greece

Copper covered **steel wire,** 600 tons, estimated value $650,000; tender 5932, June 28.

Porcelain insulators, 1,690,000, estimated value $250,000; tender 5943, July 2.

Various **cable terminals,** estimated value $300,000; tender 5911, July 6.

Greek Telecommunications Organization (OTE), 4 Sophocleous St., Athens.★

NOTE: Should any of these tenders be awarded a U.S. firm, procurement will be charged against an AID Procurement Authorization.

Grab buckets for cargo handling of ores, coal, 6, estimated value $13,500; July 3.

Outdoor **lighting fittings** with mercury vapor lamps of high pressure, 200, estimated value $13,500; July 5.

Free zone and port of Thessaloniki, Free Port Area, Thessaloniki.★

Water meters, 20,000, ½ in. for 3 cu. m. hour supply of velocity type, frost resistant, estimated value $150,000; July 5. Water Supply Organization of Thessaloniki, 72 Meg. Alexandrou St., Thessaloniki.★

Isolators, outdoor, vertical and horizontal, auxiliary switches, estimated value $130,000; tender PAP/447, July 6.

Turbine blades, estimated value $8,000; tender DEPM/1444, July 5.

Public Power Corp. (PPC), Athens Piraeus Div., 4 Korai St., Athens.★

NOTE: Should any of these tenders be awarded a U.S. firm, procurement will be charged against an AID Procurement Authorization.

Movie projectors, 16 mm., 220 v., 50 c.: 2 professional portable, 35 light portable, 85 heavier portable; estimated value $60,000; tender B/303, June 19.

Railway track material: 120 metric tons ribbed tie plates, 210 metric tons clips, 40 metric tons clip bolts, 50 metric tons double spring washers, 10 metric tons screw spikes, 38,000 wooden tie pads; estimated value $133,000; tender B/282, June 21.

State Purchases Directorate B', 50 Socratous St., Athens.★

Waterproof linen **canvas cloth,** 18,440 m.²; estimated value $50,000; July 12.

Wire ropes, 9,740 kg. black, 16,500 kg. galvanized, various lengths, weights; July 5.

Piraeus Port Authority (OLP), Piraeus.★

Drugs, dental ampoules: 200,000 g. 31° pure glycerine, 200,000 g. vaseline; 200,000 ampoules novocaine or procaine 2% chemical type; estimated value $5,774; July 3.

Tabulating cards for electric accounting machines, 8 million white manila; estimated value $17,247; July 5.

Institute of Social Insurance (IKA), 8 Agiou Konstantinou St., Athens.★

Hong Kong

Laminated canvas **helmets,** 500; tender ref. stores C/26/13/62, June 15. Controller of Stores, Stores Dept., Oil St., North Point, Hong Kong.★

Asbestos cement **pipes** and **fittings,** 22,530; tender ref. stores C/52/68/62.

Cast-iron **sluice valves,** 999; tender ref. stores C/52/69/62, June 15.

Spun iron **pipes** with tyton joints, 15,740; tender ref. stores C/52/67/62, June 15.

Secretary, Tender Board, Colonial Secretariat, Government Offices, Lower Albert Rd., Hong Kong.★

India

Diesel mixed **traffic locomotives,** 25 suitable for 762 mm. gage, 650/600 hp.; tender GP. 29 spec. DL.185.62, noon July 3. Director, Railway Stores, Railway Board, Ministry of Railways, New Delhi. Tender documents available from India Supply Mission (ref. D/ENQ/462), 2536 Mass. Ave., NW., Washington 8, D.C., for $12, not refundable.

Iran

Circular saw with inserts, 20; cutter with high strength, 28 teeth, tooth spacing 28 mm., 15; June 30.

Chemicals for surface treatment of steel parts; July 7. Armament Dept., Imperial Iranian Army, Tehran.★

Kraft liner in bobbins of various widths, 1,550 tons; **semikraft fluting medium** in bobbins of various widths, 115 tons; July 11.

Kraft paper, 60 tons; July 17.

Iranian Tobacco Monopoly, Tehran.★

Iraq

Glazed white paper, colored paper, cardboard in rolls, manila **file folders,** and **bookbinding cloth;** tender ORD/26, July 11. Directorate of Contracts & Purchases, Ministry of Finance, Baghdad.★

Standard **stationery** for Government's entire needs for fiscal 1962-63; July 22. Terms, specifications available from Secretary of Committee, Ministry of Finance, Baghdad, for $8.40 (3 dinars) a copy.

Electrical materials, including winding wires, bulbs, insulating materials; **hardware,** including bolts, nuts, rivets, washers; June 20. Iraq Cement Co., Baghdad.

Stationery and **office supplies,** including plain, ruled, graph, tracing paper, pencils, ink, pins, typewriter ribbons, stencils, chalk, notebooks, drawing instruments; tender ORD/25, July 9. Directorate, Contracts & Purchases, Ministry of Defense, Baghdad.★

Short Bid Deadlines

Notice of opportunities to bid are published as soon as possible after they are received; the deadlines, however, frequently are short. U.S. firms desiring to compete on short deadline bids may wish to cable the contracting office and request an extension.

Some importers abroad will accept cable bids, if cable states price and that a formal bid has been air mailed. Sending tenders by air rather than regular mail may ensure being on time.

Information on bids, even though the bidding periods are short, has proved useful to many U.S. firms interested in subcontracts or in planning future sales development.

Korea

Recording tape reproducer, estimated value $9,148, tape duplicator to consist of 1 master duplicator, 3 slave reproducers; invitation KFX-2049-S, project 62-1, June 22. Office of Supply, Government of Republic of Korea, Seoul. Terms and specifications available from Chung Soo Park, Procurement Officer, Korean Embassy, 2322 Mass. Ave., NW., Washington 8, D.C.★

Nigeria

Diesel-driven skid-mounted **generating sets** complete with exciter control cubicles, associated engine auxiliaries, 2 of 1,000 kw.; June 22. Tender forms and specifications available from Secretary, Electricity Corp. of Nigeria, Electricity Headquarters, 13 Broad St., Private Mail Bag 2030, Lagos, for about $6 (2 guineas), not refundable.

Sudan

Wool waste, 75 metric tons, for packing axleboxes for lubrication of rolling stock; contract 2609, July 3. Office of Controller of Stores, Atbara.★

Telegraph transmitters, 2 kw., 2 each HF and MF; 4 HF/MF **communication receivers;** contract 98, June 18.

Timber poles, larch or pine, creosoted: 200 each, 28 and 30 ft., min. diam. at top not less than 7½ in., min. diam. at bottom 10½ and 10¾ in., 5 ft. from butt; contract 95, July 4.

Controller, Stores & Workshops, Department of Posts & Telegraphs, Light Industrial Area, Khartoum South.★

Taiwan

Axle-driven **generators** and **regulating equipment,** 33 sets for railway passenger car lighting system, 30 v., 2.1 kw. hr. rating, max. operating speed 1,200 r.p.m., weight about 190 kg., d.c. shunt wound reversible type. Quote both f.o.b. and c. & f. Keelung; tender GFB-12678, June 18. Purchasing Dept., Central Trust of China, 68 Yen Ping Nan Rd., Taipei.★

Uruguay

Newsprint and **cardboard;** tender 5280/62, June 21.

Electric power generating units, 20; tender 5282/62, June 22.

Lathe for laboratory use; tender 5283/62, June 26.

Steel nails; tender 5284/62, June 27.

U.T.E. (Administracion General de las Usinas Electricas y los Telefonos del Estado), Paraguay 2431, Montevideo. NOTE: Only companies legally established in Uruguay may participate in public bids. Interested U.S. companies should submit bids through their Uruguayan agent or representative.

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More Trade Opportunities Pinpointed By U.S. Machinery Mission to Germany

Almost 140 trade opportunities in Germany have been published in two previous issues of FCW.

Presented below are 119 more.

Where no World Trade Directory report is indicated, the company or individual is reported to be of good repute, and a report is being prepared.

A star (★) indicates that additional information is available on a loan basis from the International Activities Staff, Attention E. Craig Wilton, Business and Defense Services Administration, U.S. Department of Commerce, Washington 25, D.C.

Exports

228 Yarn, Thread Mills

Cotton yarns for packaging machines, 500-1,000 kg. to start. Willy Heckmann, 25 Luisenstrasse, Duesseldorf.★

229 Miscellaneous Textile Goods

Lace made from synthetic fiber. M. Dinges KG, Barckhausstrasse 2, Frankfurt/Main.

243 Millwork, Veneer, Plywood, Prefabricated Structural Wood Products

Prefabricated building units of wood, synthetic materials. Ottje Behnen, 23 Bernlappstrasse, Freiburg im Breisgau.

259 Miscellaneous Furniture, Fixtures

Venetian blinds, drapery hardware. Gebr. Weyersberg, Wilhelmstrasse 29, Solingen-Ohligs. WTD 6/7/61.

279 Service Industry Products for Printing Trade

Stereo rubber compounds for analine, book printing colors, 20-50 shore, 10 metric tons per year. Stempelfabrik Baumann KG, 17 Steinstrasse, Duesseldorf.

281 Industrial Chemicals

Rust remover, preventive agent in bulk. Gerueder Wichmann, Postfach 173, Sprendlingenb. Frankfurt/Main.

Phthalic anahydride, 20-50 tons per month. Synthopol Chemic Dr. Koch & Co., Hamburg-Billstedt.

285 Paints, Varnishes, Lacquers, Enamels, Related Products

Pigments, paints, stains, enamel, varnishes. Farbwerke Franz Rasquin GmbH., Clevischer Ring 180, Koeln-Muelheim. WTD 11/29/60.

349 Miscellaneous Fabricated Metal Products

Light, metal prefabricated buildings. Ottje Behnen, 25 Bernlapstrasse, Freiburg im Breisgau.

353 Construction, Mining, Materials Handling Machinery, Equipment

Truck-mounted cranes, 2½-5 tons. Hywema Josef Schwahlen Maschinenfabrik, 167 Focher Strasse, Solingen.

354 Metalworking Machinery, Equipment

Numerically controlled machines to manufacture large dies 2 by 3 m., rent with option to buy. Dr. Melaghy KG, Bergisch-Dombach.

355 Special Industry Machinery, Except Metalworking Machinery

Multiwall bag-filling machines. Erwin Behn Verpackungsbedarf GmbH, Diessemer Strasse 59-71, Krefeld. WTD 8/18/58.★

Cheese slicers, weighers, wrappers. P. Giesel Industri-Vertretungen, Bundesallee 26, Berlin-Wilmersdorf.

High-speed blow-molding, decorating container equipment. Henkel & Cie., Henkelstrasse, Duesseldorf-Holthausen. WTD 5/19/61.

Box-imprinting machines; box-staying machines; counting, filling machines. Schraubenwerk Nuess, Fissene & Co., Nuess/Rhein. WTD 12/29/59★

Machines: To combine synthetic with textile sheets for protective outerwear, corsets, upholstery; to fold ladies undergarments, other wear for packaging; to wrap ladies knit underwear in polyethelene at 65 per min. Regina Wirk-u. Strickwarenfabrik Schulze KG., Runtingerstrasse 13-21, Regensburg.

Label-imprinting machine, price-marking equipment. Heinrich Rheindorff, 21-51 Annastrasse, Koeln-Beyenthal. WTD 12/11/61.

Label-printing machines. Stempelfabrik Baumann KG, Steinstrasse 17, Duesseldorf.

Cutting and miniature power tools. Gebr. Weyersberg, Wilhelmstrasse 29, Solingen-Ohligs. WTD 6/7/61.

356 General Industrial Machinery, Equipment

Air-cleaning filters. Viktor Halstrick KG, Bahnhofstrasse 144/150, Herne, Westf.

Packaging machinery, prepared to install and service. E. & E. Peters GmbH, Rothenbaumchaussee 211, Hamburg. WTD 8/21/57.

Filling machine (liquid) for 2-10 oz. glass bottles, 60-100 per min. Christian E. Petersen & Co., Pelzerstrasse 2, Hamburg 1. WTD 7/19/61.

358 Service Industry Machines

Coin-operated drycleaning machines. William Jarchow, Kaiser-Friedrich-Strasse 1A, Berlin Charlottenburg.

Retail store deep-freeze display cases, ready for installation, service. E. & E. Peters GmbH, Rothenbaumchaussee 211, Hamburg.

359 Miscellaneous Machinery, Except Electrical

Tools, equipment for auto service stations. Roecker & Noebauer Werkstatt- und Industriebedarf, Wildungerstrasse 64a, Stuttgart-Bad Cannstatt.★

Labor-saving garage tools. Tehag, Kemnaderstrasse, Bochum. WTD 12/11/61.

362 Electrical Industrial Apparatus

Electric welding equipment, small motors (0.13) hp.), silicon rectifier elements. Tehag, Kemnaderstrasse, Bochum. WTD 12/11/61.

440 Water Transportation

Ships for salvage, 10,000 tons or larger. Interhandel Becker & Simon KG, Landsberger Strasse 20, Munich 12.

Agency

203 Canning, Preserving Fruits, Vegetables, Seafoods

Frozen, canned, dried foods. Dr. Klemp KG, Bagelstrasse 122A, Duesseldorf.

204 Grain Mill Products

Dextrose. Holler & Co., Ballindamm 13, Hamburg 1. WTD 2/12/62.

209 Miscellaneous Food Preparations, Related Products

Coffee, tea, similar beverages; snacks, chips. Dr. Klemp KG, Bagelstrasse 122A, Duesseldorf.

232 Men's, Youths', Boys' Furnishings, Work Clothing, Related Garments

Trousers, work clothing. Berkatex GmbH. & Co., Postfach 93, Kaldenkirchen/Rhld. WTD 11/6/61.

243 Millwork, Veneer, Plywood, Prefabricated Structural Wood Products

Prefabricated building units in wood, synthetic materials. Ottje Behnen, 23 Bernlappstrasse, Freiburg im Breisgau.

Prefabricated houses. Hans-Dieter Liastring, Eberhofweg 92, Hamburg-Ia. 1.

251 Household Furniture

Bathroom, kitchen equipment for residential, commercial, marine installations. Triton-Belco Armaturenfabrik GmbH, Alter Teichweg 19, Hamburg 22.

Civil Engineering Work Bids Asked by Nigeria

Bids are being invited by Nigeria for civil engineering works associated with construction of the first phase of Kuduna Power Station.

The work includes reinforced concrete foundations and superstructure for the powerhouse, foundations for the generating sets, as well as earthworks and excavation associated with construction of roadways, drainage, and oil tank foundations.

Bids should reach Preece, Cardew & Rider, Consulting Engineers, 8-12 Queen Anne's Gate, London, S.W.1., not later than noon July 6.

Contract documents, specifications, and drawings may be obtained from the Secretary of the Electricity Corp., Electricity Headquarters, 13 Broad St., Private Mail Bag 2300, Lagos, Nigeria; or from Scott & Wilson, Kirkpatrick & Partners, Consulting Civil & Structural Engineers, 47 Victoria St., London, S.W.1., on deposit of $70 a set.

The deposit will be refunded on receipt of a bona fide tender.

Further information concerning the contract may be obtained from Scott & Wilson, Kirkpatrick & Partners at the above address.

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259 Miscellaneous Furniture, Fixtures

Venetian blinds, drapery hardware. Gebr. Weyersberg, Wilhelmstr. 29 Solengen-Ohligs. WTD 6/7/61.

264 Converted Paper, Paperboard Products, Except Containers, Boxes

Bleached sulfite paper, uncoated base paper for waxing, coated boxboard for folding boxes. Luft, Maack & Co. mbH, Chilehaus A, Hamburg 1. WTD 10/26/61.

Paper in rolls; coffee filter paper; parchment paper substitute or synthetic sheets; paper plates, cups, other eating implements; wax paper in sheets 8½ x 11 packed 1,000 per carton. Rudolf Moeller, 22 Ziethenstrasse Dortmund.

273 Books

Teaching charts, workbooks, complete line of instructional material. Lehrmittelverlag Hagemann, 20 Karlstrasse, Duesseldorf.★

279 Service Industry Products for Printing Trade

Line-casting machines, all supporting equipment. Friedrich Wilhelm Saupe-Setzmaschinen GmbH, Hohnerstrasse 15, Stuttgart-Feuerbach.★

281 Industrial Inorganic, Organic Chemicals

Antirust material in bulk for removal, prevention of rust on automobiles. Gebrueder Wichmann, Postfach 173, Sprendlingen b., Frankfurt/M.

Heavy chemicals for industrial uses. Holler & Co., Ballindamm 13, Hamburg 1. WTD 2/12/62.

Industrial chemicals. Possehl Chemie und Isolierstoffe GmbH, Steinhoeft 11, Hamburg 11. WTD 1/9/62.

282 Plastics Materials, Synthetic Resins, Rubber, Other Manmade Fibers

Long-term supply contracts for plastics. Possehl Chemie und Isolierstoffe GmbH, Steinhoeft 11, Hamburg 11. WTD 1/9/62.

283 Drugs

Pharmaceuticals. Possehl Chemie und Isolierstoffe GmbH, Steinhoeft 11, Hamburg 11. WTD 1/9/62.

Pharmaceuticals. Dr. H. M., c/o H. Specht, Kolmarer Str. 11, Hagen/Westf.

287 Agricultural Chemicals

Agricultural bulk chemicals. Holler & Co., Ballindamm 13, Hamburg 1. WTD 2/12/62.

326 Pottery, Related Products

Bathroom, kitchen equipment, residential, commercial marine installations. Triton-Belco Armaturenfabrik GmbH, Alter Teichweg 19, Hamburg 22.

327 Concrete, Gypsum, Plaster Products

Building equipment, industrial building furnishings. Kurt Schmidt, Kletterpoth 10, Herdingen b. Neheim-Huesten/Westf.

330 Primary Metal Industry Products

Special alloys, fabricated or semi-fabricated special alloy products or components, rod, sheets, special shapes, rare metal components, specialty steels. Robert Zapp, Bleichstrasse 8, Duesseldorf. WTD 2/1/62.★

332 Iron, Steel Foundry Products

Specialty steels. Hugo Puetter, Friedrichstrasse 2, Hattingen (Ruhr).★

335 Rolling, Drawing, Extruding Nonferrous Metals

Aluminium foil for domestic uses. Rudolf Moeller, 22 Ziethenstrasse, Dortmund.

342 Cutlery, Handtools, General Hardware

Rasps, files for woodworking, metalworking industries. J. C. & Alb. Zenses, Werkzeugfabrik, Dueppelstrasse 52, Remscheid-Haddenbach.★

Lawn, gardening equipment. Bruno E. O. Krieger, Nedderfeld 32, Hamburg-lokstedt. WTD 1/3/62.★

343 Heating Apparatus, Except Electric, Plumbing Fixtures

Bathroom, kitchen equipment for resi-

dential, commercial, marine installations. Triton-Belco Armaturenfabrik GmbH, Alter Teichweg 19, Hamburg 22.

344 Fabricated Structural Metal Products

Prefabricated houses. Hans-Dieter Lastring, Eberhofweg 92, Hamburg-Ia. 1.

Prefabricated building units of light metal, synthetic materials. Ottje Behnen, 23 Bernlappstrasse, Freiburg im Breisgau.

352 Farm Machinery, Equipment

Diesel tractors, 20-50 h.p., 4 wheel rubber tired, plus all accessories. Joachim Bahr Landhandel-Landtechnik (4965) Lindhorst/Sch. Lippe.

353 Construction, Mining, Materials Handling Machinery, Equipment

Mechanical feeders, counters. Pfuderer u. Toscha Machinenbau, Hochberger Strasse 2, Ludwigsburg-Poppenweiler.★

Light construction, roadbuilding, maintenance equipment. Ingenieur Buero Albert Schrey, Gottfried-Keller-Strasse 45, Lintorf/Duesseldorf.

Road construction equipment. Dr. Ernst Kah Bau-und Industrie-Bedarf, Margaretenhoehe 17, Braunschweig.

Heavy-duty fork-lift trucks, 5-20 tons; mobile cranes, 10-20 tons. Eberhard Keseling, Muelheimstrasse 22, Duesseldorf.

Heavy road construction equipment. Maschinenfabrik Augsburg-Nuernberg AG, Hachmannkai, Hamburg 11.★

Road construction, earthmoving epuipment; truck, crawler mounted mobile cranes; concrete finishing equipment. Modern Export Services, Koenigsallee 14, Duesseldorf; also 14 Abington Rd., London W.8, England. WTD 1/24/62.

Heavy machinery, cranes, materials handling equipment, building equipment. Hugo Puetter, Friedrichstrasse 2, Hattingen (Ruhr).★

354 Metalworking Machinery, Equipment

Machine tools. Christian E. Petersen & Co., Pelzerstrasse 2, Hamburg 1. WTD 7/19/61.

Wire-making machines, equipment. Walter G. Fritzke, Am Wehrhahn 76, Duesseldorf. WTD 3/12/62.

Heavy machine tools. Hugo Puetter, Friedrichstrasse 2, Hattingen (Ruhr).★

Automatic machine tools, equipment. Hans-Heinrich Schmitz, Ickerswarderstrasse 135, Duesseldorf.

Machine tools. Semex Metall-u. Maschinen GmbH, Bismarckstrasse 89, Duesseldorf. WTD 11/60.

355 Special Industrial Machinery, Except Metalworking Machinery

Cutting tools, miniature power tools. Gebr. Weyersnerg, Wilhelmstr. 29, Solingen-Ohlige. WTD 6/7/61.

Cartoning, bundling bagging, pouching machinery. Gerd Kelch, Rockwinkler Heerstr. 103C, Bremen-Oberneuland.

Equipment for storing, cutting, packaging meats, cheeses. P. Giesel Industrie-Vertretungen, Bundesalle 26, Berlin-Wilmersdorf.

Printing machinery, equipment. Semex Metall-u. Maschinen GmbH. Bismarck strasse 89, Duesseldorf. WTD 11/9/60.

New developments in offset printing, gravure equipment. Wilhelm Rahmann, Bettinastrasse 56, Frankfurt/Main.

Food choppers, grinders, graters for industrial home food processing. J. C. & Alb. Zenses, Werkzeugfabrik, Dueppelstr. 52, Remscheid-Haddenbach.

Strip-casting machines. Jenke & Rothaemel, 74 Kronenstrasse, Duesseldorf. WTD 7/27/61.

Can filling, sealing, labeling machines. Horst Schweisfurth, Meliesalle 38, Suesseldor-Benrath.

Printing machinery, equipment. Ekman & Co., GmbH, Schillerstrasse 14, Duesseldorf. WTD 1/31/61.

New type printing machinery, particularly small offset, letterpress. Emil Waller, Bagelstrasse 104, Duesseldorf 10.★

Offset presses, attendant equipment. Alfred Necke, 5a Konrad-Haenisch-Strasse, Hannover-Richlingen. WTD 3/15/61.

Offset subsidiary equipment, supplies; machinery, equipment for manufacture of corrugated boxes from corrugated board including printing, stitching; plastic packaging machinery. Chromos Graphische Maschinen Gesellschaft GmbH, 6 Schwanenstrasse, Frankfurt/Main.★

Strip-packing, aerosol packaging, bundlers, case packers, cartoning equipment. Schmeling & Co. Schweizerische Industrie-Gesellschaft., Rembrandstrasse 1, Duesseldorf.

Plastics presses, extruders. Mischinenfabrik Augsburg-Nuernberg AG, Hachmannkai, Hamburg 11.

356 General Industrial Machinery, Equipment

Packaging equipment. Maschinenfabrik Fr. Niepmann GmbH. & Co., Gevelsberg/Westfalen.

Equipment for setting up, loading, closing corrugated, folding boxes, carrier cartoning. Werner Dorsch, Zur Kaiserreiche 14, Wuppertal-Kuellenhahn. WTD 5/19/61.

Packaging machinery, prepared to install, service. E. & E. Peters GmbH, Rothenbaumchaussee 211, Hamburg. WTD 8/21/57.

357 Office Computing, Accounting Machines

Machine for producing multiple copy forms. Jenke & Rothaemel, 74 Kronenstrasse, Duesseldorf. WTD 7/27/61.

Office equipment, small electronic computers. Artur Weber, 51 Hegelstrasse, Stuttgart W. WTD 4/7/60.

Office equipment novelties. K. H. Benatzky, Bahrenwalder Strasse 190, Hannover.

358 Service Industry Machines

Deep-freeze display cases for retail stores, ready for installation, service. E. & E. Peters GmbH, Rothenbaumchaussee 211, Hamburg. WTD 8/21/57.

359 Miscellaneous Machinery, Except Electrical

Automotive service station tools, equip-

(See Opportunities, page 1048)

Somali Republic Invites Bids for Pumps

The Somali Republic is inviting bids for supply of various types of pumps for a planned project financed by the European Economic Community-European Fund of Development. Cost is estimated at $500,000.

Bids will be acceptable only from firms with manufacturing facilities located in member countries of the EEC.

Project 1231001 calls for supply of the following in a single lot:

50 centrifugal motor pumps, lift 100-120 m., vol. 9-10 mc. per hour, operated by diesel engines; 10 centrifugal electropumps, 120 m. lift, vol. 5 mc. per hour, operated by electrogenous group; 7 flooded electropumps, 250 m. lift, vol. 3 mc. per hour, operated by electrogenous group; 3 centrifugal motor pumps, 100 m. lift, vol. 45-50 mc. per hour, operated by diesel engine; 70 bolted metallic tanks, vol. 20 mc., raised 3 m. from the ground; stock of various spare parts.

Tenders should be submitted by registered mail to the Secretariat of the Department of Public Works, Ministry of Public Works & Communications, Mogadiscio, Somali Republic, not later than 10 a.m. July 7; those forwarded by hand will be accepted until the opening of the envelopes at 10 a.m. July 8.

Special specifications of contract and annexed documents are in Italian and are available from the Secretariat for about $30 and will be sent free port by air.

In application of art. 132, par. 4, of the Treaty of Rome, the tender is open, conditions being equal, to all physical and juridical persons belonging to the state members and to the overseas states and territories associated in the European Economic Community.

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Concentrated Export Drive Planned for Australia

The American Consulate General, Sydney, Australia, is making a concentrated effort to promote sales of U.S. products in the Sydney area.

For this purpose it has prepared a list of over 70 leading firms dealing in 6 different commodity lines.

Commercial officers of the Consulate General plan to call personally on each of these firms over the next 6 months to familiarize them with the commercial services available at the Consulate General and to make available as much information as possible on U.S. products in each of the commodity lines.

To assist in carrying out this program, U.S. businessmen are encouraged to send the Consulate General sales promotional literature, price lists, catalogs, brochures, and other informational material.

The 6 commodity lines to be covered are textiles and clothing; machinery and tools; home furnishings (furniture, glassware, carpets, baby carriages); household appliances (especially kerosene heaters); foodstuffs; and a miscellaneous grouping, including children's and paperback books, business machines, hi-fi radio kits, runabout and outboard cabin cruisers, boat kits, hobby kits, and toys.

Communications Project In Turkey Opens for Bids

A communications project in Turkey has been opened to U.S. bidders, consisting of civil engineering works and the installation of microwave radio relay equipment including power equipment, antenna systems, teletype systems, and related equipment.

The work is scheduled for completion within 12 months after the contract is awarded.

Firms with NATO secret security clearance interested in bidding on this project should express their interest as soon as possible to Chief of the Technical Department, Turkish Naval Forces, Ankara, enclosing information on experience with similar projects.

Plans and specifications will be forwarded to qualified firms.

Agency for Containers Sought in South Africa

An agency in South Africa for all types of containers for food, fruit, vegetables, wines, chemicals, and shipping is being sought by D. G. Smithers, 109 Dorp St., Stellenbosch.

Opportunities . . .

(Continued from page 1047)

ment. Roecker & Noebauer Werkstatt- und Industriebedarf, Wildungerstrasse 64a, Stuttgart-Bad Cannstatt.★

Molds, matrices for repairing, retreading tires. Alfred Paschke, Clausthaler Strasse 27, Bad Grund.

Labor-saving garage tools. Tehag, Kemnaderstrasse, Bochum. WTD 12/11/61.

361 Electric Transmission, Distribution Equipment

Low-tension circuit breakers, controllers, protection gears. Wilhelm Hahnebeck, Elektro-Grosshandlung, Maerkische, Strasse 51-53, Dortmund.

High, low voltage switchgear. Dr. Kurt Goehre KG, Elektrotechnische Fabrik, Friedberger Strasse 128, Bad Vilbel.★

Electrical controls, parts. Elektro-Strunk, Elisabethstrasse 47, Duesseldorf. WTD 1/16/62.

High-frequency electroceramics, transistors, relays. Dr. Hahn KG & Duetsche Techna GmbH, Augustrastrasse 37, Hagen/Westphalia.

362 Electrical Industrial Apparatus

Miniature capacitors, resistors, connectors. Rohde & Schwarz GmbH, Hohe Strasse 160-168, Cologne.★

Welding equipment, materials. MANSA-Johannes Mann, Huettenstr. 36, Duesseldorf. WTD 2/20/62.

Electric welding equipment, small, fractional horsepower motors. Tehag, Kemnaderstrasse, Bochum.

363 Household Appliances

Household consumer appliances. Dr. Klemp KG, Bagelstrasse 122a, Duesseldorf.

366 Communications Equipment

Specialized communications instruments for industry. Rohde & Schwarz GmbH, Hohe Strasse 160-68, Cologne.★

371 Motor Vehicles, Equipment

Automobile accessories. Otto Golze & Soehne, Werftstrasse 20, Hameln/Wezer.★

Industrial transport equipment. Eberhard Keseling, Muelheimerstrasse 22, Duesseldorf. WTD 1/27/62.

Fifth wheel trailer equipment. Bruno E. O. Krieger, Nedderfeld 32, Hamburg-Lokstedt. WTD 1/3/62.

381 Engineering, Laboratory, Scientific, Research Instruments, Associated Equipment

Instruments for chemical analysis, core testing, environmental testing. Rohde & Schwarz GmbH, Hohe Strasse 160-68, Cologne.★

Laboratory measuring instruments for various industrial purposes. Dr. H. M., c/o Specht, Hagen Kolmarerstrasse 11, Hagen/Westf.

382 Instruments for Measuring, Controlling, Indicating Physical Characteristics

Digital recording, controlling equipment. Rohde & Schwarz GmbH, Hohe Strasse 160-68, Cologne.★

Collating machines. Jenke & Rothaemel, 74 Kronenstrasse, Duesseldorf.

383 Optical Instruments, Lenses

Specialized instruments for optical industry. Rhode & Schwarz, Hohe Strasse 160-68, Cologne.★

384 Surgical, Medical, Dental Instruments Supplies

Electronic instruments for medical application. Dr. H. M., c/o H. Specht, Kolmarerstrasse 11, Hagen/Westf.

Surgical cotton padding in polyethylene bags, 25 g.; 50, 100, 175, 250 g. sizes. Rudolf Moeller, 22 Ziethenstrasse, Dortmund.

386 Photographic Equipment, Supplies

Cameras, supplies for printing industry. Wilhelm Rahmann, Bettinastrasse 56, Frankfurt/Main.

731 Advertising

Consultant specializing in graphic arts for advertising, sales promotion work. Guenther Degenhardt, 6900 Heidelberg, Bergstrasse 7, Heidelberg.★

Import

351 Engines, Turbines

Industrial engines, small gasoline, diesel two-stroke (1.5-6.0 P.S.). Hirth Motoren, Benningen/Neckar.★

353 Machinery, Except Electrical

Mechanical feeders, counters. Pfuderer u. Toscha Masdinenbau, Hochberger Strasse 2, Ludwigsburg-Poppenweiler.★

354 Metalworking Machinery, Equipment

Spot grinding, testing extrusion press. Maschinenbau Walter Reis, Obernburg/Main.★

Sheet metal forming machines for prototype work; bus, truck, aircraft metal shaping, forming machines. Walter Eckold Vorrichtungs-und Geraetebau, St. Andreasberg-Sperrluttertal/Oberharz.★

Korea Extends Bid Date For Suction Dredge

The deadline for submitting bids for supply of a suction dredge (invitation KFX-2038-S) has been extended from June 12 to June 30 and delivery date from May 31 to June 30, 1963. (FCW, May 14, p. 895.)

Planned CONSTRUCTION Projects

Supplementary information on items followed by a star (★) is available to U.S. firms domiciled in the United States from Office of Commercial Services, Bureau of International Business Operations, U.S. Department of Commerce, Washington 25, D.C., or telephone WO 7-5561 in Washington.

ARGENTINA—Ducilo S.A. Productoria de Rayon, 619 L.N. Alem, Buenos Aires, planning to establish **integrated plant** in Patagonia to produce caustic soda, chlorine, acetylene, vinyl chloride, other chemicals. Entire complex to represent overall investment of $36 million.

AUSTRALIA—Preliminary plans announced for 200-ft., $2.24-$3.36-million **Reserve Bank Building** in Adelaide. Tenders to be called in Feb. 1963. Write Office in Charge, Commonwealth Department of Works, Bank Sec., 93 Yorke St., Sydney, N.S.W.

Badische Anilin-und Soda-fabriken, Ludwigshafen, Germany, according to local press reports, planning to establish in Australia **polystyrene plant** costing about $670,000.

BELGIUM—Engrais Complexes A.S.E.D., part of Evence Coppée group, planning to build **plant** at Willebroek to produce synthetic ammonia fertilizers.

Union Chimique Belge, 61 Ave. Louise, Brussels 5, planning to add **methylamine and dimethylformamide plant** to its Wondelgem works.

BOLIVIA—About 400 **housing units** to be built in Cochabamba by Administrative Committee, Housing Fund of Employees Organization, Corporación Boliviana de Fomento (Bolivian Development Corp.), Casilla 1124, La Paz. Group also planning to undertake similar projects in Montero area. Financing negotiations underway with Inter-American Development Bank.

BRAZIL—Federal Department of Public Works & Sanitation, Rio de Janeiro, planning to undertake **dam construction** and **dredging** projects valued at nearly $3 million (1 billion cruzeiros) in Rio Grande do Sul, including construction of Vacacai-Mirim Dam, Maestra Dam, and irrigation canals for mobile dam near Camaqua, dredging and improvement of Sinos River, channeling of Sapiranga Creek, and other related works. (FCW, Apr. 2, p. 545.)

Union Carbide do Brazil, S.A., subsidiary of Union Carbide International Co. of New York, planning 2-phase **expansion project** for Santos polyethylene facilities.

Ministry of Transportation & Public Works reportedly has approved plans to construct modern **port** at Icoaraci, near Belém.

CHILE—Latin American Mines, Ltd., Toronto, Canada, conducting preliminary studies of Tuina copper mine and planning erection of **concentrating plant.** Cost of project set at $4 million.

Plans to be revived for installation of Solvay process **soda ash plant** at Iquique. Write Corporación de Fomento de la Producción (CORFO), 920 Ramón Nietv (Casilla 3886), Santiago.

COLOMBIA—Total of 12 **schools** to be built in Cali this year under Alliance for Progress program.★

CYPRUS—Plans continued for new Nicosia civil **airport,** work commencing this year under about $1-million allocation in 1962 budget. Write Ministry of Communications, Nicosia, Cyprus.

ETHIOPIA—Plans prepared by Hilton Hotels International, 301 Park Ave., N.Y., for construction of 250-room **hotel** in Addis Ababa. If approved, project cost to be about $6 million.

Government to develop **telephone exchanges** and other telecommunications with aid of $2.9-million IBRD loan. Loan awaiting approval of Ethiopian Senate.

GERMANY—Deutsche Einkaufs Zentrum GmbH, Frankfurt, to build near Frankfurt large **shopping center,** "Main Taunus Plaza," occupying 200,000 sq. m. (FCW, May 15, 1961, p. 24.)

Further construction plans for Rhine-Main-Danube **waterway** and **powerplants** approved for 1962; additional projects under consideration for completion of waterway.★

IRAQ—Specifications being prepared for **elevators, electrical fixtures, hot water heaters,** and other equipment for Al-Rabitta Printing Press Building; tenders to be announced soon. Write UR Consulting Engineers, Al-Samin Bldg., Sa'adoun St., Baghdad.

Burma Invites Tenders For Radio Equipment

The Government of the Union of Burma is inviting bids for radio equipment to be used in a monitoring station.

It will appreciate receiving catalogs or other pertinent information, together with c.i.f. prices for the following equipment:

Precision frequency measuring equipment, 30 kc. to 30 mc.; page printer for recording FSK signals including rectifier unit (5 unit code and 7 unit code); recorder or undulator for high speed Morse signals, complete with bridge unit; spectrum analyzer, frequency coverage 300 kc. to 30 mc.; radio interference measuring equipment.

Interested U.S. manufacturers may send information to the Deputy Engineer (Radio Regulations), Posts & Telecommunications Dept., Government of the Union of Burma, Rangoon.

IRELAND—Plans announced by Hilton Hotels Internacional, 301 Park Ave., N.Y., to establish in Dublin first-class, 200-room **hotel** at cost of about $2.25 million.

Messers. Liebherr (Ireland), Ltd., owners of crane factory at Killarney, planning to construct $710,000 (£250,000) **hotel** at Gap of Dunloe in Kerry.

ISRAEL—Application submitted by government to IBRD for $30-million loan to finance 6-year **road development** program. Report containing recommendations for new highway to Eilat.

ITALY—Proposals received by Council of State for construction in Trieste's New Port of 250-m., $14.4-million **Pier VII** by Impresa Pietro Cidonio, 3 Via dei Pontefici, Rome.

Aquila-Società per Azioni, Techico Industriale, Aquilinia, Trieste, has announced plans for $640,000 **expansion program** calling for increasing distilling capacity, production of lubricating oil, and constructing installation for production of benzine and other oils.

JAPAN—Nagoya Chamber of Commerce to begin construction of new 15-story **office building** in Jan. 1963, total cost set at $9.3 million (3.350 million yen). Comprehensive plan for development of city also announced. (FCW, Nov. 13, 1961, p. 12.)

LEBANON—Directorate of Civil Aviation considering new plans for **airport expansion** in view of Beirut airport traffic.

MALAYA—Public Works Dept., Kuala Lumpur, to issue tenders for final phase of Cameron Highlands $50-million **hydroelectric development project** in mid-1963 consisting of installations at Batang Padang in South Perak.

Bid Invitations on DEVELOPMENT LOAN FINANCED PURCHASES

Lending functions of Development Loan Fund transferred to AGENCY FOR INTERNATIONAL DEVELOPMENT (AID) U.S. Department of State

Foreign borrowers under U.S. Development Loans invite tenders, either directly or through their authorized agents, covering loan financed purchases.

Supplementary information, as indicated by a star (★), may be obtained on loan by firms domiciled in the United States from the Business Services Division, Bureau of International Business Operations, U.S. Department of Commerce, Washington 25, D.C., or telephone WOrth 7-2381 in Washington.

Ceylon

Rock crusher, tender AID-1; **asphalt batch plant,** AID-2; **motor graders,** AID-3; **crawler tractors** DBHP-180, DBHP-110, AID-5; **tractor** 50 hp., AID-7. Loan 156; **U.S. source.** July 11. Chairman, Tender Board, Ministry of Transport & Works, P.O. Box 547, Colombo. Tender forms obtainable from Superintendent of Stores, Government Stores Dept., Colombo; Ambassador for Ceylon in U.S.A.; U.S. AID Mission to Ceylon.★

Ethiopia

Machine shop equipment, tools. Loan 193; **U.S. source.** Invitation 34672. July 12. Imperial Highway Authority, P.O. Box 1770, Addis, Ababa, where interested suppliers should communicate.★

India

Diesel locomotives, 4, suitable for running on 24 in. track, capable of towing 6 1 cu. yd. tipping wagons along upgrade of 1:20 loaded with stone. Loan 141; **U.S. source.** Ref. BP.XI/62/FE/28/5166. June 30. Office of Chief Engineer (Civil), Assam State Electricity Board, Shillong, Assam, where quotations should be sent Air Mail, c.i.f. Indian Port.

Automatic **tube weighing machine,** type RW, output per hr. 600/840 glass tubes, complete with standard accessories; **table** for calipering and sorting glass tubes, type ST, complete with accessories; automatic rotating **vial making machine,** type RP, complete with accessories; automatic **flame cutting machine** for glass tubes, type AS, with 6 working heads; **gas compressor,** type CK O; **high pressure blower,** type 12. Ref. NSIC/HP/2D-2046/62.

Double blow cold header (equal to "Peltzer & Ehlers" Model DPK 10), Rs. 115,000; automatic working bolt **trimming, reducing machine** (equal to "P & E" Model AAG II), Rs. 63,500; automatic working **bolt pointing machine** (equal to "P & E" Model ABAM 8), Rs. 34,100; automatic working cold **thread rolling machine** (equal to "P & E" Model AKGQ 10), Rs. 51,800; sets of additional **tools** (equal to "P & E"), Rs. 29,200. NSIC/HP/2D-2047/61.

Quadruple acting **woodwool machine,** max. length of timber 520 mm. (20½ in.), max. width of timber 145 mm. (5¾ in.), complete with standard accessories; loose **pulley** with belt shifter; **change wheels;** spare tools, additional equipment; spare V-belts. NSIC/HP/2D-2011/62.

Trimming press (equal to Massey 60 TSF), Rs. 25,920; centerless **grinder** with attachments (equal to "Bertoni & Cotti" Model 'SC2'), Rs. 50,443; **shot blast cabinets** (equal to "Sommerfield" Models SHD 2, 3, 4, Rs. 8,485; **hardness tester** (equal to "Rockwell"), Rs. 3,000. NSIC/HP/2M-3151/62.

Precision **turret lathe,** Model 13 in., with bed length 7 ft. swing over bed 13⅛ in., bore through spindle 1⅜ in., with hardened and ground bed ways with 3/50/440v. a.c. motor, Rs. 25,000. NSIC/HP/2M-3150/62. June 19.

Single spindle **automatic lathe** with accessories, Rs. 43,124; same, Rs. 22,302. NSIC/HP/2M-3142/62. June 19.

Lockstitch outsole **stitcher** for small factories electrically operated 0.5 hp. motor with all accessories, spares, Rs. 3,000. NSIC/HP/2M-3135/62. June 19.

Fully automatic high pressure **vulcanizing machines,** 4, Rs. 8,000 each; complete interchangeable vulcanizing **molds, spares,** Rs. 32,000. NSIC/HP/2D-2049/62. June 19.

All above equipment for Loan 144; worldwide. National Small Industries Corp., Ltd., Rani Jhansi Rd., New Delhi 1.

20 die, crown cap blanking press for

NEPAL—Preliminary survey of East-West **Highway** (FCW, Feb. 26, p. 339) to be completed soon; 550-mile project to be implemented by Ministry of Public Works, Communications & Transport, Katmandu, Nepal.

PHILIPPINES—Additional information available on proposed 2,000-room **hotel** in Cubao, Quezon City, and other projects. (FCW, Mar. 26, p. 511.)

PORTUGAL—Governor of District of Ponta Delgada has announced $3 million (86-million escudos) to be used for **public works** on islands of São Miguel and Santa Maria, 1962-64, projects including rural improvements ($315,000), city improvement ($532,420), water supply for housing projects ($1,820,000), rural water supply ($112,090), and sewage system ($227,500).

Secretariado Nacional da Informacão, Lisbon, planning, according to local press reports, 80-room **hotel** for Pico Island, Azores. Consideration also being given proposals for a new hotel at Angra do Heroismo.

District of Angra do Heroismo, Azores, planning to construct 14 new **school buildings** and 2 large **canteens,** cost set at $152,000 (4,328 contos).

REPUBLIC OF SOUTH AFRICA—Residential $35-million (25-million rands) **housing project** for Africans to begin in 18 months at Bellville South, C.P., by Gardens Cities, Howard Drive, Pinelands, Cape Province.★

Champion Sparkplug Co., 8525 Butler Ave., Detroit, has announced plans to establish **plant** in South Africa.

SPAIN—Agricultural cooperative Official Syndical Chamber of Zamora planning to construct **sugar-processing plant** from beetroot. Interested only in proposals for turnkey installation plant construction or machinery with arrangements for long-term financing. Write Cooperative Provincial del Campo "Nuestra Señora del Transisto," Camara Oficial Sindical Agraria, Ave. de Italia 26, Zamora.

Plans in preliminary stage for construction of Alcantarilla international **airport.** (FCW, Feb. 26, p. 340.) Project to be further considered by Air Ministry, Madrid, on purchase of required land by the Municipality of Murcia.

THAILAND—Royal Thai Railway, Bangkok, planning **modernization program** over several years, including purchase of heavy rails and structural steel.

UNITED KINGDOM—Imperial Chemical Industries, Ltd., Imperial Chemical House, Millbank, London, S.W.1, planning to build **factories** costing $42-$56 million at Macclesfield, Cheshire, near Manchester. Factories to produce primarily pharmaceutical products.

Belfast Harbour Commissioners, Belfast, Northern Ireland, requested to institute technical and financial appraisal of possibility of reconstructing Thompson **dock.**

2.656 in. ($2^{21}/_{32}$ in.) **die centers.** Loan 157; **U.S. source.** June 21. India Crown Cork Co., Ltd., I.C. House, Dougall Rd., Ballard Estate, Bombay.★

Complete high frequency **induction melting furnace,** totally enclosed water cooled motor generator set with 400 v., 3 ph., 50 c., induction motor drive; complete with reduced voltage auto-transformer type **motor starter,** 400 v., 3 ph., 50 c. operation, with console melting control unit containing all necessary generator controls, melting controls. Loan 157; **U.S. source.** June 23. Ajit Industries, 35 Vithaldas Rd., Lohar Chawl, Bombay 2. Cable address: AJITCHOKE.★

250 kw. **diesel generating sets.** Loan 162; **U.S. source.** Tender PB/441/TD-1196/62/BDC. July 2. Fertilizer Corp. of India, Ltd., Purchase Dept., Tombay Div., Prabhu Kunj, Peddar Rd., Bombay 26, where tender specifications may be obtained at $2.10 per set (not refundable). For sale up to June 18.

Israel

No. 100 D crawler loader ripper **tractor,** CASE, or equal. Subauthorization 790/1/371.

Prosperity, or equal, **cabinet shirt,** consisting of Model 2424 CSP, single lay sleeve press with locating device, electric timer; Model 3840 CCP, cabinet **collar and cuff press;** Model 3232 CEP, **cabinet bosom and body press;** Model 1421-PO-ET, **yoke press** with electronic timer; Model EN-2, automatic **folding table.** S/A 790/1/392. June 15.

Crawler tractors, 2, 400 hp. with power shift transmission, both equipped with hydraulic operated bulldozers, one additionally equipped with pushblock; **motor-scrapers,** 4, 27 cu. yd. struck capacity, alternatively, 4, 20 cu. yd.; **scrapers,** 4, 22 cu. yd., tractor crawlers, power shift transmission, about 230 hp., 8; 150 hp. **motor grader;** wheel type **front loaders,** 3-3½ yd., 2; **towing tractor,** 320 hp. for towing Trailmobile, 13 ton, semitrailer with 100 ton payload with 70 ton on front. S/A MEK-HME. June 14.

General Electric, or equal, **rotor unit** for type EH3, 5000. S/A 790/1/365; Gridmater, or equal, **casting machine,** model 60, with mold and nozzle pyrometer, complete; 24-lb. **mold spray compound;** 25 lb. **castinglube grease;** 4 sets **heater elements;** 15 pieces **immersion heaters,** 5 kw., 4-P arthow **temperature controls; grid pasting machine,** model 75; 10 **pasting belts,** B 613101; 10 **rubber squeegees,** 10 **metal squeegees;** 100 yd. **roller muslin;** paste **penetrometer needle; group burning fixture;** 4-sets **combs** and **post dams,** complete, 2 pieces burning torches, valves. S/A 790/1/369. June 15.

All above for loan 28; **U.S. source.**

Model WA, 5; Model WB3 CASE, or equal, **diesel wheel tractors,** torque converter drive, 5, with all standard equipment, less drawbar. S/A 183/9. June 15.

Caterpillar 933F **Traxcavator,** or equal, 4K-2765 with side dump bucket 3K-9032, guard IM-635, mock 3B-2665, radiator core 5M-4027, rain trap 6F-6522, indicator 4K-6522, teeth (not inst.) 2K-4818, counterweight 3K-473, extension 3K-9565, hydraulic system 3K-7913, lighting system 6H-4020. S/A 183/13. June 15.

Mack Model M25X, or equal, off-highway **rear end bumpers,** 5. S/A 183/15.

All above for loan 183; **U.S. source.**

Government of Israel Supply Mission, 850 Third Ave., New York 22, N.Y. Attention: N. Nisen. Tenders should refer to S/A number, be prepared on basis of f.a.s. U.S. port of exit, with delivery desired by Sept. Prices should be itemized and show both trade and cash discounts. Suppliers may devise own forms, in duplicate, for submitting tender to buyer.

Pakistan

Electrolytic **tinplate,** all bright material, assorted to size and gage, per skid,

FOREIGN CONTRACT AWARDS

Several Governments abroad have awarded contracts for construction work and supply of equipment, materials, and services. Although most of the work will be performed by the contracting parties, additional firms may be called upon to furnish assistance or services.

Supplemental information may be obtained on items designated by a star (★) from the Office of Commercial Services, Bureau of International Business Operations, U.S. Department of Commerce, Washington 25, D.C.

ARGENTINA—Bids submitted to Argentine State Line (ELMA) for construction of 14 **freighters.** List of participants available.★

AUSTRALIA—Bechtel Corp. (engineers), 220 Bush St., San Francisco, has won contract for construction of **titanium oxide plant** at Bunbury, Western Australia, cost from $6.75-$9 million. Plant to be completed by end of 1964.

BARBADOS—R. P. Farnsworth & Co. Inc., New York, awarded contract for construction of 70-bed **hospital** in Barbados by Sisters of the Sorrowful Mother, Inc., Milwaukee, who will also purchase all specialized equipment. Construction to begin in Aug.

GREECE—Third **airport** construction contract for terminal complex (FCW, Mar. 5, p. 383) awarded Constantine Mihaleas, 1 Korai St., Athens. Bids also submitted for fourth project including parking apron, utilities.

Contract for construction of three **grain storage and handling plants** awarded MIAG, Braunschweig, Germany, and Odon & Odostromaton S.A., 7 Phlellinon St., Athens.

ISRAEL—Construction Aggregates Corp., 33 N. La Salle, Chicago, has won tender for construction of new 100 sq. km. **lake** in Dead Sea, $35-million project to begin soon. Contract for construction of over $20-million **potash plant** awarded Stearns-Roger Manufacturing Co., Denver. (FCW, June 5, 1961, p. 10; July 24, 1961, p. 21; Dec. 25, 1961, p. 12.)

JORDAN—Jordan Petroleum Refinery Co. awarded contract for 2,104 tons of **steel sheets** to Gosho Co., Ltd., Gosho Bldg., P.O. Box 36, Tokyo.

NETHERLANDS ANTILLES—Construction work for expansion of **sea water distillation and electricity plant** at Mundo Nobo in Willemstad awarded Curaçao Dock Co., Curaçao, N.A.

Bids submitted for construction of four **viaduct approaches** for high bridge to be built across St. Anna Bay. (FCW, Sept. 18, 1961, p. 24.) List of firms that submitted bids available.★

Island Government of Aruba has received bids for construction of new **office building** for government's water and electricity plant at Balashi. (FCW, May 29, 1961, p. 14.) List of participating firms available.★

Government has announced intent to award part of work on Oranjestad **harbor expansion** (FCW, May 29, 1961, p. 14) to Atlantic & Pacific Co., 15 Park Row, New York City.

NEW ZEALAND—New Zealand Refinery, Ltd., awarded prime contract for construction of **oil refinery** at Marsden Point, Whangarei, to Bechtel International, Ltd., of London. U.S. address: 220 Bush St., San Francisco. (FCW, July 3, 1961, p. 24.)

SPAIN—Spanish Atomic Energy & Atomics International, Box 309, Canoga Park, Calif., have signed agreement for construction of heavy water "Don" type **atomic reactor;** 30,000 kw. capacity reactor to be located on Alberche River.

SUDAN—Brown Engineers International, 10 Columbus Circle, New York City, entrusted with construction of two new **berths** for Port Sudan Harbor, work to commence in July.

TURKEY—Morrison-Kundsen, 319 Broadway, Boise, Idaho, awarded contract for **piling and foundation work** at Ergeli Steel Mill.

UNITED ARAB REPUBLIC (Egypt)—Government has awarded $5-million contract for construction of 1,050-foot **bridge** over Suez Canal near El Ferdan (FCW, May 8, 1961, p. 20) to Friedrich Krupp Machinenund Stahlbau, Rheinhausen, Germany.

URUGUAY—New bids submitted for installation of **microwave communication system** between Montevideo and Buenos Aires. List of participants available. (FCW, Oct. 9, 1961, p. 16.)★

Tunisia Invites Bids for Snuff Machinery

The Government of Tunisia is inviting bids for supply and delivery of five machines for tobacco and snuff feed regulator and packing machines.

They will be used to manufacture small containers (cardboard boxes) for powdered snuff made of ground Souffi tobacco leaves to which is added certain powdered ingredients.

The snuff has a moisture rate of about 8%; temperature at time of packing is from 15 to 20°C.

The feeder packing machine should contain 25 to 30 kilos of snuff and be part of the machine that will automatically fill the containers with 10 grs. of snuff at a time.

The machines should produce about 3,000 containers an hour, using a 220-volt, 3-phase, 50 cycle electric current.

Interested firms should submit complete detailed information, charts, and illustrations of the machines, as well as pictures and charts of the containers produced, together with speed, weight, and installation requirements.

All tenders should reach Tunis no later than July 31 and be addressed to Service des Monopoles, Route de Zaghouan, Tunis, Tunisia, North Africa.

The envelope should be marked "Concours pour achat de Doseuses-Empaqueteuses—Ne Pas Ouvrir." (Purchase competition for feeding and packing snuff machines. Do not open.)

A copy of the chart and general specifications, with résumé in English, is available on loan to firms in the U.S. from Business Services Division, BIBO, U.S. Department of Commerce, Washington 25, D.C.

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with min. coating, .25 lb., 30 gage, size 18¾ x 28 x 30 in. and larger. Loan 7; limited **U.S. source.** Credit amount, $5,985. June 20. Hill Light Co., Imambara Rd., Rawalpindi. Cable: same.

USS National Standard **seamless pipes,** galvanized, 6 in. I. diam., threaded and coupled, as per ASTM A-53. Loan 7; limited **US. source.** Credit amount, $8,820. June 20. Bombay Metal Corp., G.T. Road, Gujranwala, West.

Bright nail wire, gages 4, 6, 7, 8, 9, 10, 12, 14, 17, 20. Loan 7; limited **U.S. source.** Credit amount, $44,058. June 19. Lahore Hardware & Mill Stores, Industrial Section, Sultanpura Rd., Lahore. Cable address: ROUNDBARS, Lahore.

Bright hard drawn **nail wire** for manufacture of wire nails: Gage/quantity ratios: 4/4, 6/6, 8/2, 9/15, 10/25, 12/20, 14/20, 17/2, 20/2, 5/2, 13/1. Loan 7; limited **U.S. source.** Credit amount, $20,160. June 19. Lahore Iron Industries, 6 Ram Gali, Lahore, West.

M.S. plates, size 4 x 8 ft., sheared edge, according to ASTM 283, ASTM A245, Grade A, ⅛, 3/16, ¼, 5/16, 5/32 in. Loan 7; limited **U.S. source.** Credit amount, $11,550. June 19. Orient Technical Works, 35 Ferozepur Rd., Lahore. Cable address: PAKTECH, Lahore.

G.I. pipe, seamless, socketed, in standard lengths, size 5 in., Rs. 107,000; 6 in., Rs. 200,000.

M.S. black pipe, seamless, socketed, in standard lengths, size 5 in., Rs. 55,000; 6 in., Rs. 100,000; 8 in., Rs. 70,000; 10 in., Rs. 50,000. Loan 7; limited **U.S. source.** Credit amount, $122,220. June 19. Syed A. & M. Wazir Ali, 11 Empress Rd., Lahore. Cable address: SYED, Lahore. Quotations should be submitted in duplicate, firm and final, f.a.s. basis, indicating freight for each item separately.

Carbon steel, with 1.0-1.2% carbon, black annealed, water hardening type, flat bars size 1 x 4 in., 2 tons; **stainless-steel sheets,** type AISI 302/304, finish 2B/2D or No. 3 standard size, 10, 12, 14, 16, 20, 22, 24, 26, G, 8,000 lbs.; **stainless-steel sheets,** type AISI 430, finish 2B/2D or No. 3 standard size 14, 16, 18, 20, 22, 24 G, 12,000 lb.; **stainless-steel round bars,** type AISI 420/430, ¼, 5/16, ⅜, ½, ⅝ in. 4,000 lb.; **stainless-steel tubes,** externally bright, type AISI 304/316/321, ⅝ in. O.S. diam. x 20 G and ¾ in O.S. diam. x 18 G, 1,000 ft.; **stainless-steel circles,** type AISI-301/302/304, 20 G x 12-18 in., 22 G x 12-18 in., 1,000 lb. Loan 7; limited **U.S. source.** June 16. Khawri & Co., Nizamabad, G.T. Road, Wazirabad, District Gujranwala, West. Cable address: KHAWRICO.

CRCA **M.S. black sheets,** size 8 x 3 ft. x 18 G, 6 x 3 ft. x 16 G, 6 x 3 ft. x 20 G; **galvanized steel plain sheets,** 1.25 oz. zinc coating per sq. ft., prime quality, size 6 x 3 ft. x 28 G; **M.S. plates,** size 8 x 4 ft. x ⅛ in.; **galvanized iron wire,** bright, soft quality, preferably 1 cwt. coils, BWG 12. Loan 7; limited **U.S. source.** Credit amount, $5,544. June 17. General Iron Safe Products, 308/9 French Rd., Dacca 1.

Bright, precise drawn **rivet wire,** in coils, grade C-15 tensile strength, approx. 60-70 kgs. sq. mm.; cold rolled **steel strip,** for bushes, grade C-15, with round edges, tensile strength, approx. 60-70 kgs. sq. mm., in coils; cold rolled **bright steel strip** for roller cups or "Calottes," grade C-10, in coils, with sheared edges, tensile strength approx. 40-45 kgs. sq. mm., for deep drawing; cold rolled bright hard **steel strip** for inside and outside plates, in coils, with sheared edges, in grade C-62/65, hard rolled, tensile strength approx. 100/110 kgs. sq. mm. Loan 7; limited **U.S. source.** Credit amount, $15,855. June 17. Pakistan Industrial Chains Co., 34-35 New Forbes Bldg., Bender Rd., Karachi.★

Electric steel sheets, 26 SWG max. core watt loss 2.70 at 50 c., 10,000 gausses; foundry **pig iron,** carbon 3/4.5% manganese 0.50/1.0%, phosphorus 0/40% max., silicon 2.25/2.75% sulfur 0.05% max. Loan 7; limited **U.S. source.** Credit amount, $18,686. June 17. Hussain Electric Industries, 68/2 Purana Paltan, Dacca 2. Cable address: BURQ, Dacca.

G.I. pipes above 3 in. diam., i.e., 4, 5, 6 in. diam. Loan 7; limited **U.S. source.** Credit amount, $13,773. June 17. Gul Mohamed & Bros., Ltd., Pul Pukhta, Oeshawar. Cable address: TAJCO.

Galvanized steel pipe, 4-8 in. diam., seamless, standard weight, threaded and coupled. Loan 7; limited **U.S. source.** Credit amount, $28,518. June 17. West Punjab Steel Corp., Ltd., Nawa-i-waqt Bldg., 4 Queens Rd., Lahore. Cable address: STEELSTAR.

Mild steel wire, ordinary Thomas commercial quality, gages 3-14, 20, 22 and 24 G. Loan 7; limited **U.S. source.** Credit amount, $5,880. June 17. Mustafa R. C. C. Pipe Works, Ltd., Kali Rd., Hyderabad Sind.

Machine cast foundry grade **pig iron,** carbon 3.50/4.50%, silicon 1.50/2.00%, manganese .50/1.25%, sulfur .05% max., phosphorus, .25% max. Loan 7; limited **U.S. source.** Credit amount, $6,573. June 17. Victor Crane & Co., College Rd., Sialkot City.

Electrolytic **tinplate waste waste,** all bright assorted and/or unassorted to size and gage, 30/40 gage, size 18 x 24 in. or 20 x 30 in. and larger; **tinplate misprint,** assorted and unassorted, 30/40 gage, size 18 x 24 in or 20 x 30 in. and larger, Rs. 7,500.

B.P. sheets, cold rolled, 24, 26, 28, 30, 31, 32 gage, size 3 x 6 ft. and 4 x 8 ft.; **B.P. sheets,** assorted and unassorted 24/28 gage, size 18 x 24 in. or larger; **B.P. sheets,** assorted and/or unassorted 29/30 and/or 29/34 gage, size 18 x 24 in. or larger; **B.P. sheets,** misprints, assorted and/or unassorted 24/28 and/or 29/34 gage, size 18 x 24 in. or larger, Rs. 20,000.

G.I. wires BWG 6, 8, 10, 12, 14, 16, 18, 20, 22, bright and soft, Rs. 5,000.

All above for loan 7; limited **U.S. source.** Credit amount, $6,825. June 17. Krishna Chandra Paul, 155 Mitford Rd., Dacca 1. Cable address: INDENT, Dacca.

Mild steel sheets, commercial quality, size 8 x 3 ft., gages 18, 20, 22, 24, 26; **mild steel plates,** commercial quality, size 8 x 4 ft. x ⅛ in. and ¼ in. Loan 7; limited **U.S. source.** Credit amount, $8,400. June 17. Asian Body Building Works, Firozepur Rd., Ichhra, Lahore.

Pig iron, carbon 3.5-4.5%, silicon 1.50-4.0%, manganese .6-.140%, sulfur 0.04-0.05%, phosphorus 0.10-0.80%. Loan 7; limited **U.S. source.** Credit amount, $22,890. June 18. Siddiq Brothers Engineering Works (Regd), Abdullahpur, Lyallpur, West. Cable address: SIDDIQBROS.

Mild steel sheets, cold rolled, close annealed, pickled, oiled, deep drawing quality, 3 x 8 ft., 22 gage, 5 tons, 20 G,

15 tons, 18 G, 10 tons, 16 G, 2 tons; **mild steel sheets**, plain black, HRCA, 4 x 8 ft. x 10 gage, 5 tons approx.; soft **galvanized iron wire** in cwt. coils, Nos. 6 and 8, 2 tons. Loan 7; limited **U.S. source.** Credit amount, $5,460. June 18. Safdar Manufacturing Co., Circular Rd., Gujranwala.

Standard quality prime **M.S. billets**, in lengths of 18 ft. or above, with heat mark die stamped thereon and accompanied by work test certificate, sizes 2 x 2 in., 2½ x 2½ in., and 3 x 3 in. Loan 7. Credit amount, $112,266. June 18. Pakistan Steel Rerolling Mills, Badami Bagh, Lahore. Cable address: PAKSTEEL, Lahore.

Pig iron, according to ASTM A-43-55T, foundry low phosphorus, FL-23, silicon 3.01-3.25%, sulfur 0.25%, phosphorus 0.31-0.50%, manganese 1.01-1.25%; plain **steel sheets**, size 6 x 3 ft. and 8 x 3 ft., gage 16, 18, 26, conforming to ASTM A 245-58 T (Grade C); **steel rounds**, 8½ 9, 10 in. diam., $1,575. Loan 7; limited **U.S. source.** Credit amount, $12,075. June 18. Sultan Foundry (Regd.), Badami Bagh, Lahore. Cable address: same.

Electrolytic tinplate, prime, U/A 0.50 lb. coating, both sides 20 x 30 in., gage 32. Loan 7; limited **U.S. source.** Credit amount, $7,140. June 18. Crescent Factories, Ltd., Chichawatni, Dist. Montgomery, Cable address: ALNASIR, Chichwatni.

G.I. and M.S. pipes 2, 4, 5, 6, 7, 8 in. diam., quality HU-P-353, ASTM, random lengths screwed and socketed to BSS. Loan 7; limited **U.S. source.** Credit amount, $11,025. June 18. Chiraghuddin & Sons, Thakarsingh Gate, Gujranwala, West. Cable address: CHIRAGSONS.

Tinplate, prime, bright, electrolytic, 95 lb. base weight, 31 G x 21 x 30 in., $1,680; **tinplate**, matte finish, 31 G x 21 x 30 in., $5,120; gold lacquered, one or both sides, 95 lb. base weight, **strips**, 7 in. or wider, approx. length 20 in. or larger, $2,100; matte finish **strips**, $1,302. Loan 7; limited **U.S. source.** Credit amount, $10,332. June 19. K & A Industries, 32 Embankment Rd., Karachi.

Coppered upholstery grade spring **steel wire** according to steel AISI 1055, sizes 9 BWG (.148 in.), 10 BWG (.134 in.), 11 BWG (.120 in.), 12 BWG (.109 in.), 15 BWG (.072 in.); wire steel round rimmed **steel**, grade FS1020, medium copper coated, hard, in accordance with U.S. Fed. Spec. QQ-W-461b., sizes 9 BWG (.148 in.), 10 BWG (.134 in.), 11 BWG (.120 in.), 12 BWG (.109 in.), 15 BWG (.072 in.); steel music **spring wire** in accordance with ASTM A228-51, sizes 7-26 BWG. Loan 7; limited **U.S. source.** Credit amount, $12,474. June 19. M.B. Spring Manufacturing Co., Barness St., Karachi. Cable address: SPRINGCALL.

Iron steel joists 5 x 3 in./30/40 ft., 6 x 3.3/8 in./30/40 ft.; **G.P. sheets**, 24/30 G, 3 x 8 ft.; CRCA **steel sheets**, 28/30 G in size 3 x 8 ft.; **M.S. plates**, 8 x 4 ft./1/8 in. Loan 7; limited **U.S. source.** Credit amount, $5,880. June 20. Osman H. Poonawala, Harchand Rai Rd., Near Haji Camp, Karachi.

Foundry **pig iron**, soft quality, silicon 2.25-3.0%, manganese 1.0% max., phosphorus 0.5-0.7%, sulfur 0.04% max., carbon 3.5-4.2%. Loan 7; limited **U.S. source.** Credit amount, $10,500. June 21. Haleem Engineering Works, Ltd., Dost Bldg., Chittagong. Cable address: HALEEMENG.

Galvanized corrugated sheets, 10/3 corrugation, 1.25 oz. zinc coating, 26 G, 8 ft. long; or **galvanized plain sheets**, 22, 24, 30 gages, 1.25 oz. zinc coating. Loan 7; limited **U.S. source.** Credit amount, $8,820. June 21. Elahee Buksh & Co., Ltd., 126 Saradghat Rd., Chittagong. Cable address: CARTRIDGES.

Galvanized steel plain sheets, 1.25 oz. zinc coating, per sq. ft., commercial quality, BWG 24 x 3 x 6 ft., Rs. 1,500; 26 x 3 x 6 ft., Rs. 2,500; 28 x 3 x 6 ft., Rs. 5,000; 30 x 3 x 6 ft., Rs. 5,000; 31 x 3 x 6 ft., Rs. 15,000. **Galvanized iron wire**, soft, BWG 6, Rs. 1,500; BWG 8, Rs. 1,500; BWG 10, Rs. 1,000. **Misprint tinplate**, BWG 32, 20 x 30 in., or 30 x 32 in., Rs. 2,500. **Black plain sheets**, BWG 26 x 3 x 6 ft., Rs. 2,500; BWG 28 x 3 x 6 ft., 3,000; BWG 30 x 3 x 6 ft., Rs. 1,600. Loan 7; limited **U.S. source.** Credit amount, $8,964. June 21. Palit Metal Industries, 306 Terribazar, Chittagong. Cable address: PALITINDUSTRIES.

Pig iron, foundry grade, machine cast, carbon 3-4%, sulfur .05% max., phosphorus, .40% max., manganese .5-1% silicon 2.75-3.25%. June 22. Pakistan Light Casting Co., 12 Jinnah Ave., Dacca 2.

Galvanized plain sheets, bright, soft primes, 1.25 coating, according to American spec., size 8 x 3, 26 and 28 BG; **mild steel sheets**, CRCA, oiled and pickled, primes, commercial quality, according to standard American spec., size 6 x 3 ft. or 8 x 3 ft., BG gage 20, 22, 24, 26; **mild steel girders**, in lengths of 36-40, size 5 x 3 in., 6 x 3 in., 6 x 3.3/8 in. Loan 7; limited **U.S. source.** Credit amount, $9,960. June 22. Kaderbhoy Yousufali, Lawrence Rd., near Mission Rd., Karachi.

Thailand

Pole line hardware. Invitation PDC-MEA-118. June 28.

Electrical wire, cable. Invitation PDC-KEA-119. July 2. Loan 19; worldwide source. Metropolitan Electricity Authority, 121 Chakraphet Rd., Bangkok. Copies of complete invitation to bid available from Financial Counselor, Embassy of Thailand, 2490 Tracy Pl., NW., Washington 8, D.C.★

International Business
and FOREIGN COMMERCE WEEKLY
Coming June 18

Ceylon Invites Tenders For Reservoir Scheme

Bids are being invited by the Ceylon Government for construction of the spillway dam and irrigation intakes (sluices) of the Rajangana Reservoir Scheme.

The reservoir, 4½ miles west of Tambuttegama, will be formed by construction of 2.27 miles of earth and spillway dams to impound waters of the Kala Oya River.

The spillway dam, designed for a maximum discharge of 61,000 cubic feet per second with a 12 foot depth of water above the spill gate, will be a 1,175 foot long, 53 foot high, ogee type concrete structure, consisting of 491 feet of uncontrolled overflow section, 444 feet of controlled spillway, and 240 feet of nonoverflow section.

A bridge supported on piers will span the entire dam.

Bids, on appropriate forms, should reach the Chairman, Tender Board, Ministry of Agriculture, Land & Power, P.O. Box 500, Colombo, not later than Aug. 28.

Copies of the appropriate form and tender documents (parts 1 and 2), containing terms and conditions of contract, plans, and specifications, and approximate quantities, may be obtained from the Embassy of Ceylon, 2148 Wyoming Ave., NW., Washington 8, D.C., and from Business Services Division, BIBO, U.S. Department of Commerce, Washington 25, D.C.

Slum Area Housing Wanted In Netherlands Antilles

Bids are being invited by the Island Territory of Curaçao, Netherlands Antilles, for supply and construction of 1,000 houses for the slum areas of the Koraal Specht district.

The project, identified as Project 586, is estimated to cost over $3 million.

Bids for all or part of the project should reach the Bestuurskantoor, Scharlooweg 35, Willemstad, Netherlands Antilles, before 10 a.m. June 28.

Plans and specifications are available from Public Works Dept., Willemstad, for $8.05 a set.

Paraguay Invites Bids For Slaughterhouse

Paraguay is inviting bids for financing and/or construction and equipping of a modern slaughterhouse in Asunción.

Plans and specifications may be obtained from the Secretaria de la Comision Mixta, Corporacion Paraguaya de Carnes, Estrella esq. Chile, Asunción, for $79.40 (10,000 guaraníes).

Bids will be opened at 10 a.m. Sept. 15 at the address given.

TRADE LEADS *Around the World*

● The firms and individuals in the following lists are interested in setting up trade connections in the U.S.

Every effort is made to include only firms or individuals with a good reputation; the Department of Commerce, however, cannot be responsible for any trade relations with them.

Additional information, as indicated by a star (★), may be borrowed by U.S. firms in this country from the Office of Commercial Services, BIBO, U.S. Department of Commerce, Washington 25, D.C. (WOrth 7-2381 in Washington).

Requests for loan material should include the commodity as well as the foreign firm's name and address. Trade opportunities are indexed under the Standard Industrial Classification (SIC); the SIC Manual, published by the Bureau of the Budget, may be purchased for $2.50 from the Superintendent of Documents, U.S. Government Printing Office, Washington 25, D.C.

World Trade Directory (WTD) reports, if available, are indicated by the date they were issued. Where no WTD report is included, the firm or individual is reported to have a good reputation, and a report is being prepared. A description of the reports and how to obtain them is given in this department.

LEADS FOR EXPORTERS

Commodities are wanted for direct purchase unless otherwise specified.

012 Fruit, Tree Nut, Vegetable Farms

France

Fresh fruits: Oranges, lemons, apples, pears, grapefruit. Direct purchase and agency. Fruitages (wholesaler, importer, exporter), 1 rue Mondetour, Paris.

Fresh citrus fruits, apples, pears. Direct purchase and agency. Georges Leymarie (wholesaler, importer, exporter), 21 rue Turbigo, Paris 2.

Fresh citrus fruits, apples, pears. Direct purchase and agency. S.A. Des Etablissements Omer Decugis (wholesaler, importer, exporter, agent), 7 rue Pierre Lescot, Paris 1.

013 Livestock Farms

Venezuela

Cattle: Pardo-Swiss, Cebu Brahma, Cebu Gyr, or breeds that thrive in very hot, arid climate. Dr. Ibrahim Oberto (president, State Rancher's Assn.), Asociacion Estadal de Ganaderos, Coro, Estado Falcon.

200 Food

Trucial States

Grains, wheat flour, edible oils and fats, canned vegetables, fruits, meats, similar foodstuffs. Famous Commission Agent (A.S.R. Al-Hashemi) (importer, retailer, exporter, wholesaler, commission agent), P.O. Box 199, Dubai. WTD 4/8/62.

201 Meat Products

Hong Kong

Canned meats, brand names. Exclusive distributorship purchasing and stocking on a principal-to-principal basis. Harry Wicking & Co., Ltd. (import-export firm), Prince's Bldg. WTD 6/22/60.

202 Daily Products

Venezuela

Canned milk. Drocosca C.A. (importing distributor), Centro Comercial Bonplan, Calle Bonplan, Bello Monte, Caracas. WTD 4/30/62.

203 Canning, Preserving Fruits, Vegetables, Seafoods

France

Canned fruit juice, pineapple; dried fruits. Direct purchase and agency. Comptoirs Alimentaires Reunis, S.A. (wholesaler, importer), 29 rue des Gardinoux, Aubervilliers (Seine).

Canned, dried fruits. Direct purchase and agency. Patisfrance (producer, wholesaler, importer, exporter), 236 bis rue de Tolbiac, Paris.

Germany

Canned pineapple, apricots, peaches; canned pineapple, orange, grapefruit juices; unsweetened, sweetened. Dried prunes, pears, apricots, peaches; dehydrated sliced and powdered onions, leeks, carrots; ground peanuts. Direct purchase and agency. M. Zakaria Goneim (importing distributor, manufacturer's agent), Hochallee 85, Hamburg 13.

Hong Kong

Canned vegetables, fruits; brand names. Exclusive distributorship purchasing and stocking on a principal-to-principal basis. Harry Wicking & Co., Ltd. (import-export firm), Prince's Bldg. WTD 6/22/60.

Netherlands

Frozen large shrimps without heads. Harpo (importing distributor), Halkade 27, Ijmuiden.

209 Miscellaneous Foods

France

Dried egg albumen. Ets. Monnier-Besombes & Cie. (importing distributor), 20 rue Raspail, Marseille 4. WTD 5/10/62.

220 Textile Mill Products

Bolivia

Textiles, knitted underwear; seeking U.S. confirming house or buying agent to extend credit facilities. N. A. Maya (Najib Abdulkerim Maya) (importer), Mercado 1046, La Paz. WTD 5/18/62.

Cyprus

All kinds of textiles. Direct purchase and agency. Kyriaco Stylianou, Ltd. (importer, distributor, commission agent), P.O. Box 13, Larnaca. WTD 5/18/62.

Fiji

Sheets, bedspreads, blankets, towels; all types of men's, women's, children's, babies' knitted wear. B.N. Patnel & Co. (importer, exporter, wholesaler), Private Mail Bag, Suva.

Netherlands

Acrylic blankets; acrylic, nylon ladies' knitted underwear. Direct purchase on exclusive basis. J. Luiten (importing distributor), 14 St. Walburg Buitensingel, Tiel.

Ladies' dress fabrics. Direct purchase and agency. Bob M. Dotsch (importing distributor), van Ostadestraat 184, Amsterdam.

228 Yarn Thread Mill Products

Pakistan

Art silk, nylon yarn. Direct purchase and agency. K. Hameed Majeed & Bros. (manufacturer, importing distributor), Bazar Almarian, Gujranwala. WTD 4/25/62.

229 Miscellaneous Textile Goods

France

Aluminum, asbestos coated cotton materials (coated one side or both) for protective work clothes. Direct purchase and agency. Roger Leconte, S.A. (manufacturer, importer, wholesaler, retailer), 13 rue Beranger, Paris 3. WTD 1/26/61.

230 Apparel

Bolivia

Men's, women's, children's underwear; seeking U.S. confirming house or buying agent to extend credit facilities. N. A. Maya (Najib Abdulkerim Maya) (importer), Mercado 1046, La Paz. WTD 5/18/62.

Fiji

Men's, women's, children's, babies' outerwear, underwear, accessories. B.N. Patel & Co. (importer, exporter, wholesaler), Private Mail Bag, Suva.

234 Women's, Misses', Children's, Infants' Undergarments

Netherlands

Acrylic, nylon underwear for ladies. Direct purchase on exclusive basis. J. Luiten (importing distributor), 14 St. Walburg Buitensingel, Tiel.

238 Miscellaneous Apparel, Accessories

Bolivia

Waterproof clothing for mine workers. Johansson & Cia. S.A. (importing distributor), Mercado esquina Socabaya s/n, La Paz. WTD 5/8/62.

239 Miscellaneous Fabricated Textile Products

Germany

House furnishings. Direct purchase and agency. Architekturbuero Dipl.-Ing. W. Golembiewski & R. G. Fischer (retailer), 3 Gunterstr., Stuttgart-N. WTD 5/7/62.

Netherlands

Nylon watch bands. F. A. Hochheimer (importing distributor), 82 Sarphatistraat, Amsterdam, C.

242 Sawmill, Planing Mill Products

Trucial States

Lumber building materials. Famous Commission Agent (A.S.R. Al-Hashemi) (importer, retailer, exporter, wholesaler, commission agent), P.O. Box 199, Dubai. WTD 4/8/62.

249 Miscellaneous Wood Products

Netherlands

Folding wooden rulers (metric system). Firma Wallage (importing distributor), 22 Rademarkt, Groningen.

251 Household Furniture

Germany

Furniture. Direct purchase and agency. Architekturbuero Dipl.-Ing. W. Golembiewski & R. G. Fischer (retailer), 3 Gunterstr., Stuttgart-N. WTD 5/7/62.

264 Converted Paper, Paperboard Products

Fiji

Stationery items. B.N. Patel & Co. (importer, exporter, wholesaler), Private Mail Bag, Suva.

France

Drafting board, paper. Direct purchase and agency. Universal-Graphic (wholesaler, commission merchant, sales agent), 47 rue de la Concorde, Toulouse, Haute-Garonne.

280 Chemicals

Ceylon

X-ray chemicals. Central Medical Stores, Ltd. (importing distributor), P.O. Box 249, Colombo. WTD 2/18/60.

World Trade Directory Reports for Sale

Information on private foreign firms or individuals mentioned in the World Trade Leads and Investment Opportunities departments of Foreign Commerce Weekly is available to U.S. businessmen through World Trade Directory (WTD) reports.

WTD reports include such information as type of organization, sales territory, lines of goods handled, operation methods, size of business, capital, sales volume, trade and financial reputation.

These reports are available to qualified U.S. firms—or will be prepared on request—through the Commercial Intelligence Division, Bureau of International Business Operations, U.S. Department of Commerce, Washington 25, D.C., for $1 each. The reports also may be obtained through the Department's Field Offices.

Each request should specify the name and address of the firm or individual on which a WTD report is sought. If information on a particular firm is not on file in Washington, it will be requested from U.S. representatives abroad. To minimize delay, businessmen may authorize telegraphic request and reply, for which the Department of State will bill them direct.

France

Tannery products: Moisteners, dispersing products, synthetic tannins, emulsifiers, paint pigments, sulfonated oil, special oils. Direct purchase and agency. Ets. Keiner, S.A. (manufacturer, trader), Epinay-sous-Senard (Seine, Oise).

Venezuela

Chemicals, raw materials for manufacture of porcelainized plumbing fixtures: Felspar, silica, barium and magnesium carbonates, wallastonite, keolin, plastic mud, dyes. Sanitarios Maracay S.A. (manufacturer), Calle 1, Urbanizacion San Miguel, Maracay, Estado Aragua. WTD 3/15/62.

281 Industrial Chemicals

Germany

Diethylentriamine. 5-10 ton lots. Burchard Koenig (importing distributor), Neuer Wall 26-28, Hamburg 36. WTD 3/7/61.

Trichloroxydethylphosphoronic acid dimethylester, DDVP. Manfred Boettger (importing distributor), Schroederstr. 35a, Hamburg 22.

282 Plastics Materials, Synthetic Resins, Rubber, Other Manmade Fibers

Germany

Synthetic resin molding compounds; 40% resin, 60% sawdust. Metzenauer & Jung GmbH (manufacturer), Wuppertal-Elberfeld, Deutscher Ring. WTD 12/6/61.

Netherlands

Vinyl sheeting; coated, flocked, or impregnated PVC materials for shoe, leatherware industry. J. Wildeman & Co. (importer, wholesaler, exporter), 86 Stationstraat, Waalwijk.

283 Drugs

Germany

Medicinal herbs, herb oils. Direct purchase and agency. M. Zakaria Goneim (importing distributor, manufacturer's agent), Hochallee 85, Hamburg 13.

Greece

Pharmaceutical, medicinal chemical products. Direct purchase and general agency for Greece or part thereof. Agis Alaveras & Co. (importer, sales agent), 134 Egnatia St., Thessaloniki.

Venezuela

Veterinary products, pharmaceuticals. Drocosca C.A. (importing distributor), Centro Comercial Bonplan, Calle Bonplan, Bello Monte, Caracas. WTD 4/30/62.

284 Soap, Detergents, Cleaning Preparations, Perfumes, Cosmetics

Fiji

Cosmetics, toilet preparations, perfumes. B.N. Patel & Co. (importer, exporter, wholesaler), Private Mail Bag, Suva.

France

Cleaning, maintenance products for domestic use, especially newly developed ones. Direct purchase and agency. Buhler-Fontaine, S.A. (manufacturer, wholesaler, retailer), 3 rue Albert-de-Vetimesnil, Levallois-Perret (Seine). WTD 3/27/62.

Pakistan

Rouge, pumice, polish for surgical instruments. Peterson Pipe Co. (exporter), opposite Murray College, Sialkot City. WTD 4/25/62.

Electroplating polishes, compositions. Direct purchase and agency. M.F. Elahi & Co. (East Pakistan), Ltd. (manufacturer), Wazirabad Rd., Sialkot City. WTD 4/20/62.

Trucial States

Cosmetics, toilet preparations; ladies', gentlemen's perfume preparations; soaps, household detergents. Bhagwandas Parshotamdas & Bros. (importer, wholesaler), P.O. Box 485, Dubai. WTD 5/9/61.

Venezuela

Cosmetics. Drocosca C.A. (importing distributor), Centro Comercial Bonplan, Calle Bonplan, Bello Monte, Caracas. WTD 4/30/62.

285 Paints, Varnishes, Lacquers, Enamels

Trucial States

Interior, exterior paints, varnishes. Famous Commission Agent (A.S.R. Al-Hashemi) (importer, retailer, exporter, wholesaler, commission agent), P.O. Box 199, Dubai. WTD 4/8/62.

289 Miscellaneous Chemicals

France

Printing products: Inks, varnishes. Direct purchase and agency. Ets. Siam & Dreyfus (manufacturer), 22-24 rue de Lagny, Montreuil-sous-Bois (Seine). WTD 11/16/56.

291 Petroleum Refining

Italy

Waxes, paraffin, petrolatum. Mario La Scala (wholesaler, retailer), Corso G. Nicotera 112, Nicastro (Catanzaro). WTD 6/20/61.

302 Rubber Footwear

Bolivia

Waterproof boots for mine workers. Johansson & Cia. S.A. (importing distributor), Mercado esquina Socabaya s/n, La Paz. WTD 5/8/62.

Fiji

Rubber footwear. B.N. Patel & Co. (importer, exporter, wholesaler), Private Mail Bag, Suva.

306 Fabricated Rubber Products

Bolivia

Industrial, vehicle belting. Johansson & Cia. S.A. (importing distributor), Mercado esquina Socabaya s/n, La Paz. WTD 5/8/62.

307 Miscellaneous Plastics Products

Greece

Plastic flooring materials. Direct purchase and general agency for Greece or part thereof. Agis Alaveras & Co. (importer, sales agent), 134 Egnatia St., Thessaloniki.

311 Leather Tanning, Fnishing

Cyprus

Sole, dressed leather. Direct purchase and agency. Kyriaco Stylianou, Ltd. (importer, distributor, commission agent), P.O. Box 13, Larnaca. WTD 5/18/62.

312 Industrial Leather Belting, Packing

Bolivia

Industrial, vehicle belting. Johansson & Cia. S.A. (importing distributor), Mercado esquina Socabaya s/n, La Paz. WTD 5/8/62.

NATO Radio Project Opens in Germany

A radio building project in the Federal Republic of Germany has been opened to U.S. bidders under the international competitive bidding procedure of the North Atlantic Treaty Organization (NATO).

The project calls for construction of the radio building in Schleswig-Holstein, the work comprising one operations building, approximately 130 cubic meters enclosed space; one antenna mast, steel skeleton construction, height approximately 15 meters; 120 square meters black top road; 105 meters fence with gate; bid deadline July 18.

Eligible firms interested in bidding should submit their applications, on a prescribed form, to Bundesamt fur gewerbliche Wirtschaft, Bockenheimer Landstr. 38, Postfach 3931, (16) Frankfurt/Main, Germany, before June 15, quoting ref. 06 921-17/62 (JA).

The prescribed forms are available on request from Business Services Division, BIBO, U.S. Department of Commerce, Washington 25, D.C.

Firms unable to meet the deadline may wish to cable U.S. Embassy Commercial Unit, Bad Godesberg, Germany, of their intent, immediately forwarding the prescribed application form properly filled out.

U.S. firms not already certified to participate in NATO work should send a résumé of their qualifications to the Business Services Division, as described in the brochure of the NATO international competitive bidding program, available from Division.

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314 Footwear

Fiji

Men's women's, children's shoes. B.N. Patel & Co. (importer, exporter, wholesaler), Private Mail Bag, Suva.

France

Shoes. Direct purchase and agency. Ets. Gruson Freres, S.A.R.L. (wholesaler, consignee, commission agent), 189 rue du Faubourg Saint-Martin, Paris 10.

317 Handbags, Other Personal Leather Goods

France

Handbags, pocketbooks, other personal leather goods. Direct purchase and agency. Ets. Gruson Freres, S.A.R.L. (wholesaler, consignee, commission agent), 189 rue du Faubourg Saint-Martin, Paris 10.

Netherlands

Leather watch bands. F. A. Hochheimer (importing distributor), 82 Sarphatistraat, Amsterdam, C.

322 Glass, Glassware

Iran

Household glassware such as plates, glasses, bowls, lamp chimneys; competitively priced. Boyuk Zeroofchi (importer, exporter, wholesaler, retailer), Seraye Ghorjilar, Tabriz. WTD 4/23/62.

326 Pottery

Trucial States

Vitreous, semivitreous bathroom fixtures. Famous Commission Agent (A.S.R. Al-Hashemi) (importer, retailer, exporter, wholesaler, commission agent), P.O. Box 199, Dubai. WTD 4/8/62.

327 Concrete, Gypsum, Plaster Products

France

Fireproof cement; concrete, other types of blocks, pieces. Direct purchase and agency. Pantin-Refractaires, S.A.R.L. (manufacturer), 20-24 bis, rue Rouget-de-l'Isle, Pantin (Seine).

329 Abrasive, Asbestos, Miscellaneous Nonmetallic Mineral Products

France

Insulating refractory felt for inside coating of fuel oil boilers. Direct purchase and agency. Omnium Charbons & Chauffages (manufacturer's agent, importing distributor), 58a rue Michel Gachet, Marseille 7. WTD 4/13/62.

330 Primary Metal Industry Products

France

Lead in ingots; zinc, raw and laminated; red copper tubes; iron tubes, welded or not; cast-iron articles. Leon Mager (manufacturer, importer, wholesaler), 52-54 rue de la Roquette, Paris. WTD 1/20/61.

331 Steel Mill Products

Cyprus

Building materials: Iron bars, metal sheets. Direct purchase and agency. Kyriaco Stylianou, Ltd. (importer, distributor, commission agent), P.O. Box 13, Larnaca. WTD 5/18/62.

France

Electrolytic tinplate. Direct purchase and agency. Ets. Siam & Dreyfus (manufacturer), 22-24 rue de Lagay, Montreuil-sous-Bois (Seine). WTD 11/16/56.

342 Cutlery, Handtools, General Hardware

Iran

Vacuum bottles, meat grinders; competitively priced. Boyuk Zeroofchi (importer, exporter, wholesaler, retailer), Seraye Ghorjilar, Tabriz. WTD 4/23/62.

Netherlands

All sorts of wrenches, separately or in kit form. A. A. J. Van Meeteren (importing distributor), 20 Utrechtscheweg, Zeist.

Trucial States

Builders' hardware. Famous Commission Agent (A.S.R. Al-Hashemi) (importer, retailer, exporter, wholesaler, commission agent) P.O. Box 199, Dubai. WTD 4/8/62.

343 Heating Apparatus, Plumbing Fixtures

Trucial States

Bathroom fixtures of enameled iron, cast iron, pressed metal. Famous Commission Agent (A.S.R. Al-Hashemi) (importer, retailer, exporter, wholesaler, commission agent), P.O. Box 199, Dubai. WTD 4/8/62.

346 Metal Stampings

Fiji

Aluminum pots, pans. B.N. Patel & Co. (importer, exporter, wholesaler), Private Mail Bag, Suva.

Iran

Competitively priced kitchen enamelware such as teapots, bowls. Boyuk Zeroofchi (importer, exporter, wholesaler, retailer), Seraye Ghorjilar, Tabriz. WTD 4/23/62.

Trucial States

Porcelain enameled kitchen fixtures. Famous Commission Agent (A.S.R. Al-Hashemi) (importer, retailer, exporter, wholesaler, commission agent), P.O. Box 199, Dubai. WTD 4/8/62.

351 Engines, Turbines

Australia

Outboard motors. M.J. Meehan Pty., Ltd. (general ship chandler, importer), 257 City Rd., South Melbourne, Victoria. WTD 5/11/62.

France

Outboard motors. Montpellier Automobile (manufacturer's agent), 56 ave. Georges Clemenceau, Montpellier, Herault. WTD 4/17/62.

Philippines

Horizontal type diesel engines, 40-250 hp., 300-400 r.p.m. G.A. Machineries, Inc. (importing distributor, manufacturer's agent, manufacturer, exporter), Valenzuela, Polo, Bulacan, P.O. Box 3161, Manila. WTD 5/10/61.

352 Farm Machinery, Equipment

Germany

Machinery, equipment for plant protection, such as sprayers for fields, gardens, orchards. Direct purchase and agency. Otto Magirus (Wholesaler), 36 Badstr., Stuttgart-Bad Cannstatt. WTD 5/8/62.

353 Construction, Mining, Materials Handling Machinery, Equipment

Bolivia

Mine product conveyor belting. Johansson & Cia. S.A. (importing distributor), Mercado esquina Socabaya s/n, La Paz. WTD 5/8/62.

Colombia

Installation of factory to produce prefabricated concrete or cement houses, lightweight blocks for ceilings, walls, partitions. Replies requested in Spanish. Pedro Heli Vega A. (architect), Carrera 15, 34-55, Edificio Meyer, Oficina 401, Bucaramanga. WTD 5/15/62.

France

Hydraulic cranes adaptable to trucks, handling devices. Direct purchase and agency. Sinpar, S.A. (manufacturer, wholesaler, exporter), 345 rue d'Estienne d'Orves, Colombes (Seine). Illustration.★

Construction equipment for roads, highways. Direct purchase and agency. E. Querne & Cie. (importer, commission merchant), 8 rue Waldeck Rousseau, Asnjeres (Seine). WTD 4/3/62.

Greece

Lifting devices, hoisting machines. Direct purchase and general agency for Greece or part thereof. Agis Alaveras & Co. (importer, sales agent), 134 Egnatia St., Thessaloniki.

Saudi Arabia

Machinery, equipment, accessories for oil industry. Saleh & Abdul-Aziz Bahussain (also given as Saleh & Abdul Aziz A. Aba Hsein) (importer), P.O. Box 209, Al-Khobar. WTD 2/16/61.

354 Metalworking Machinery, Equipment

Germany

Special tools for automobile repair, automotive workshop equipment. Franz Boettcher, Fahrzeugteile-Grosshandlung (wholesaler), 28 Friedrichstr., Freiburg/Breisgau. WTD 5/9/62.

Machine to affix metal barbs to both ends of elastic cord; cord used to hold articles to display cards. Otto Wild, KG, Etuifabrik (manufacturer), P.O. Box 2010, 753 Pforzheim, Stuttgart. WTD 3/26/62.

Netherlands

Watchmaker's tools. Fa. J. van der Waall (importing distributor), 71 Laan van Meerdervoort, The Hague.

New items in field of garage equipment. Unitrans N.V. (importing distributor), 22 Melkwegstraat, The Hague. WTD 11/5/58.

355 Special Industry Machinery

France

Portable woodworking machines. Direct purchase and agency. Societe Vamo, S.A.R.L. (manufacturer, importer, wholesaler, retailer, sales and commission agent), 39 rue de la Grange-aux-Belles, Paris 10.

Machinery for bakeries, confectionary shops, cracker manufacturers, pork packers. Direct purchase and agency. Hersan & Cie, S.A.R.L. (manufacturer, importer), 56 rue Dos d'Ane, Nantes (Loire-Atlantique). WTD 8/30/57.

Pakistan

Machinery to manufacture surgical instruments. Peterson Pipe Co. (exporter), opposite Murray College, Sialkot City. WTD 4/25/62.

Machinery to manufacture cinema high intensity carbons; on installment plan with technical assistance. Virgo Films (importing distributor), Royal Park, McLeod Rd., Lahore. WTD 12/29/61.

Philippines

Machinery for yeast manufacturing plant; cap. 10-20 tons dry yeast daily; molasses basic raw material; end prod-

Libyan Firm Seeks Offers on Industrial Plants For Sugar, Textiles, Poultry

A Tripoli firm is seeking offers from U.S. exporters for partial or complete equipment for the following types of industrial plants:

Production, packing, blocking, and cutting of sugar;

Production of socks, men's cotton underwear, cotton towels, and other textile goods;

Poultry farm and processing equipment.

Owner of the firm, Ali Ben Otman, 32 Suk El Muscir, Tripoli, and Muhammad Ali Otman, director, have stated their desire for c.i.f. Tripoli quotations on the equipment.

The firm, established in 1900 and one of the largest in the local commercial field, has already started a modest poultry farm but plans a flock of over 100,000 hens with a comparable processing plant.

It has indicated that it will import equipment on its own account. WTD 4/19/61.

uct for bakeries, animal feed. Republic Flour Mills, Inc. (manufacturer), P.O. Box 1881, Manila. WTD 6/1/60.

356 General Industrial Machinery, Equipment

Cyprus

Self-priming centrifugal pumps, electric submersible pumps. Direct purchase and agency. Phanos A. Papageorgis (importer, distributor, commission agent), 5 Protagaras St., P.O. Box 229, Famagusta. WTD 5/18/62.

357 Office, Computing, Accounting Machines

Germany

Household spring scales, bathroom scales. Direct purchase and agency. Gebr. Kircher KG., Waagenfabrik (manufacturer, importer, exporter, wholesaler), P.O. Box 25, Murrhardt/Wuerttemberg. WTD 12/20/61.

Netherlands

Metal office items such as staplers, binders. Direct purchase and agency. Technisch Bureau Optema (importing distributor, manufacturer's agent), Eikenlaan 3, Driebergen.

Saudi Arabia

Typewriters, adding machines, calculators, duplicating machines. Abdul-Rehman Suleiman Balghuneim & Bros. (importer, wholesaler, commission agent), P.O. Box 111, Amir Khalid St., Alkhobar. WTD 6/15/61.

358 Service Industry Machines

France

Air conditioners. Direct purchase and agency. Electromagic (importing distributor, commission merchant, agent), 52 ave. des Champs Elysees, Paris 8. WTD 3/29/62.

Industrial kitchen equipment. Direct purchase and agency. Hersan & Cie, S.A.R.L. (manufacturer, importer), 56 rue Dos d'Ane, Nantes (Loire-Atlantique). WTD 8/30/57.

Frozen food display cases, 400/500 liters capacity. Barogel (importing distributor), 28 quai de Rive Neuve, Marseille. WTD 5/11/62.

Laundry, dishwashing machines for hotels, restaurants, hospitals. Exclusive direct purchase for France. Compain Pere & Fils. (importer, wholesaler, retailer), Tabanac, Gironde. WTD 5/17/62.

Germany

Electric appliances, kitchen equipment for clubs, hotels, restaurants. Direct purchase and agency. Architekturbuero Dipl.-Ing. W. Golembiewski & R. G. Fischer (retailer), 3 Gunterstr., Stuttgart-N. WTD 5/7/62.

360 Electrical Machinery, Equipment, Supplies

France

Electrical, electronic equipment. Direct purchase and agency. Toran Industries, S.A. (importing distributor, agent), 30 rue de Gramont, Paris 2.

NATO Project in Italy Opens for U.S. Bids

A new project in Italy, estimated at $336,000, is open to U.S. bidders under the international competitive bidding procedure of the North Atlantic Treaty Organization (NATO).

The project calls for supply and installation of radio links, telephone and telegraph transmission equipment for two communications systems planned in the Naples area.

Eligible firms interested in bidding should submit their applications on a prescribed form before June 8 to Ministero della Difesa-Marina, Direzione Generale de Genio Militare per la Marina, Divisione Amministrativa, Rome, referring to project 77.

Prescribed forms are available on request from Business Services Division, BIBO, U.S. Department of Commerce, Washington 25, D.C.

Applications should include qualification data.

U.S. firms not already certified to participate in NATO work should send a résumé of their qualifications to the Business Services Division, as described in the brochure on the NATO international competitive bidding program, available from that Division.

362 Electrical Industrial Apparatus

India

Four electric motors: ⅔ hp., 600-2,500 r.p.m., 220 v., protected type compound wound d.c. motors with two end shield ball, roller bearing, standard key-wayed bare shaft extension; terminal arrangement suitable for V.I.R. in conduit; motors, reversible type, dynamically balanced, continuously rated with class A insulation. Seraikella Glass Works (Pvt.), Ltd. (manufacturer), P.O. Kandra, (S.E. Rly.), Dist. Singhbhum, Bihar. WTD 11/2/59.

363 Household Appliances

Cyprus

Electric heaters, refrigerators, washing machines. Direct purchase and agency. Phanos A. Papageorgis (importer, distributor, commission agent), 5 Protagaras St., P.O. Box 229, Famagusta. WTD 5/18/62.

France

Electric kitchen stoves, refrigerators, freezers. Direct purchase and agency. Electromagic (importing distributor, commission merchant, agent), 52 ave. des Champs Elysees, Paris 8. WTD 3/29/62.

Germany

Electric household, kitchen appliances, 220 v. a.c. Direct purchase and agency. Alfred Foerstner (wholesaler, manufacturer's agent), 62A Forststr., Stuttgart. WTD 5/9/62.

Electric household, kitchen equipment. Direct purchase and agency. Architekturbuero Dipl.-Ing. W. Golembiewski & R. G. Fischer (retailer), 3 Gunterstr., Stuttgart-N. WTD 5/7/62.

364 Electric Lighting, Wiring Equipment

Netherlands

Industrial, light commercial lighting fixtures. Internationale Handelsonderneming Kinheim (importing distributor), 44c Beatrijsstraat, Rotterdam.

Trucial States

Builders' electrical materials, supplies. Famous Commission Agent (A.S.R. Al-Hashemi) (importer, retailer, exporter, wholesaler, commission agent), P.O. Box 199, Dubai. WTD 4/8/62.

365 Radio, Television Sets

Cyprus

Record players, records. Direct purchase and agency. Phanos A. Papageorgis (importer, distributor, commission agent), 5 Protagaras St., P.O. Box 229, Famagusta. WTD 5/18/62.

Germany

Radios, 220 v. a.c. Direct purchase and agency. Alfred Foerstner (wholesaler, manufacturer's agent), 62A Forststr., Stuttgart. WTD 5/9/62.

369 Miscellaneous Electrical Machinery, Equipment, Supplies

Ceylon

X-ray apparatus. Central Medical Stores, Ltd. (importing distributor), P.O. Box 249, Colombo. WTD 2/18/60.

371 Motor Vehicles, Equipment

Cyprus

Trucks. Direct purchase and agency. Phanos A. Papageorgis (importer, distributor, commission agent), 5 Protagoras St., P.O. Box 229, Famagusta. WTD 5/18/62.

France

Automotive accessories. Direct purchase and agency. Ets. C. Beaussaron (importing distributor, manufacturer's agent), 74 Cours Lieutaud, Marseille 6. WTD 5/11/62.

Germany

Automotive parts, accessories. Franz Boettcher, Fahrzeugteile-Grosshandlung (wholesaler), 28 Friedrichstr., Freiburg/Breisgau. WTD 5/9/62.

Venezuela

Automotive spare sparts. Replies requested in Spanish. Direct purchase and agency. Repuestos Ansa (importing dis-

tributor, manufacturer's agent, commission merchant), Valencey a Puente San Agustin 88, Caracas. WTD 4/24/62.

374 Railroad Equipment

France

Railway equipment. Direct purchase and agency. E. Querne & Cie. (importer, commission agent), 8 rue Waldeck Rousseau, Asnieres (Seine). WTD 4/3/62.

380 Professional, Scientific, Controlling Instruments; Photographic, Optical Goods; Watches, Clocks

France

Gammaray computing isotope instruments; cardiology instruments; equipment for blood transfusions; testing and measuring apparatus such as colorimeters, pH meters, spectrophotometers; chromatographs, gas analyzers, automatic faction collectors, recorders for biology and chemistry. Ets. R. Bernas (importer, wholesaler, retailer, agent), 52 rue de Dunkerque, Paris 9. WTD 11/27/61.

381 Engineering, Laboratory, Scientific, Research Instruments

France

Engineering instruments, surveying equipment, slide rules, measuring tapes, templates, lettering sets, drawing instruments. Direct purchase and agency. Universal-Graphic (wholesaler, commission merchant, sales agent), 47 rue de la Concorde, Toulouse, Haute-Garonne.

382 Instruments for Measuring, Controlling, Indicating Physical Characteristics

France

Portable apparatus for gas analysis, detection of air pollution. Direct purchase and exclusive agency. Compagnie d'Echanges Commerciaux & Industriels-"CODECI" (importer, trader), 23 ave. Kleber, Paris 16.

Saudi Arabia

Gages, meters, recording instruments. Saleh & Abdul-Aziz Bahussain (also given as Saleh & Abdul Aziz A. Aba Hsein) (importer), P.O. Box 209, Al-Khobar. WTD 2/16/61.

384 Surgical, Medical, Dental Instruments, Supplies

Pakistan

Medical supplies such as rubber gloves, catheters, stethoscopes, blood pressure apparatus. Direct purchase and agency. M.F. Elahi & Co. (East Pakistan), Ltd. (manufacturer), Wazirabad Rd., Sialkot City. WTD 4/20/62.

386 Photographic Equipment, Supplies

Ceylon

X-ray films (doublecoated). Central Medical Stores, Ltd. (importing distributor), P.O. Box 249, Colombo. WTD 2/18/60.

Steam, Feed Piping Bids Open in Australia

Australia is inviting bids for supply and erection of steam and feed piping at Munmorah Power Station.

The work, estimated to cost over $1 million, covers steam and feed piping for two 350 mw. turbogenerators.

Tenders should reach the Manager and Secretary, Electricity Commission of New South Wales, Box 5257, G.P.O., Sydney, N.S.W., before 3 p.m. July 30.

Bidding documents, including plans and specification 1277, are available from the commission for $22 a set, refundable on receipt of a bona fide tender.

A set of bidding documents is available for review at the Business Services Division, BIBO, Room 1319, U.S. Department of Commerce, Washington 25, D.C.

France

Reproduction equipment, supplies; offset duplicators, supplies. Direct purchase and agency. Universal-Graphic (wholesaler, commission merchant, sales agent), 47 rue de la Concorde, Toulouse, Haute-Garonne.

387 Watches, Clocks, Clockwork Operated Devices, Parts

Fiji

Wall, table clocks; watches. B. N. Patel (importer, exporter, wholesaler), Private Mail Bag, Suva.

Netherlands

Watches, parts. Fa. J. van der Waall (importing distributor), 71 Laan van Meerdervoort, The Hague.

Frames, cases for all kinds of clocks. J. Hart Horlogerie Engros (importing distributor), 2-4 Kleine Gartmanplantsoen, Amsterdam.

Clocks, alarm clocks, watches. B. Gomperts, N.V. (importing distributor), 32 Koninginneweg, Hilversum.

Watches. F. A. Hochheimer (importing distributor), 82 Sarphatistraat, Amsterdam, C.

Clocks (no watches). Haagimport, N.V., Afd. Palmtag (importing distributor), 27 Nwe. Amstelstraat, Amsterdam, C.

Electric, electronic watches; electric alarm clocks. Direct purchase and agency. J. Noach (importing distributor), 21 Raphaelplein, Amsterdam.

391 Jewelry, Silverware, Plated Ware

Cyprus

Jewelry, Direct purchase and agency. Phanos A. Papageorgis (importer, distributor, commission agent), 5 Protagoras St., P.O. Box 229, Famagusta. WTD 5/18/62.

Netherlands

Religious jewelry, similar articles. Firma Evers & Co. (importing distributor), 109 Kloveniersburgwal. Amsterdam.

Watch bands of precious metals. B. Gomperts, N.V., (importing distributor), 32 Koninginneweg, Hilversum.

Watch bands in rolled gold. F. A. Hochheimer (importing distributor), 82 Sarphatistraat, Amsterdam, C.

395 Pens, Pencils, Other Office, Artists' Materials

Cyprus

Fountain pens. Direct purchase and agency. Phanos A. Papageorgis (importer, distributor, commission agent), 5 Protagoras St., P.O. Box 229, Famagusta. WTD 5/18/62.

Fiji

Fountain pens, ballpoint pens. B.N. Patel & Co. (importer, exporter, wholesaler), Private Mail Bag, Suva.

France

Equipment for graphic arts. Ets. E. Seveau, S.A. (importer), 19 rue de Lisbonne, Paris 8. WTD 4/24/61.

Drafting pencils. Direct purchase and agency. Universal-Graphic (wholesaler, commission merchant, sales agent), 47 rue de la Concorde, Toulouse, Haute-Garonne.

396 Costume Jewelry, Novelties, Buttons, Miscellaneous Notions

Bolivia

Novelty jewelry; seeking U.S. confirming house or buying agent to extend credit facilities. N. A. Maya (Najib Abdulkerim Maya) (importer), Mercado 1046, La Paz. WTD 5/18/62.

England

Buttons, particularly ladies' fashion buttons. Henry Vollmer & Son, Ltd. (importer, merchant), 25 Hilton St., Manchester 1. WTD 5/4/62.

Netherlands

Watch bands of base metals. B. Gomperts, N.V. (importing distributor), 32 Koninginneweg, Hilversum.

Watch bands of stainless steel. F. A. Hochheimer (importing distributor), 82 Sarphatistraat, Amsterdam, C.

Trucial States

Small gifts, costume jewelry, novelties, similar products. Famous Commission Agent (A.S.R. Al-Hashemi) (importer, retailer, exporter, wholesaler, commission agent), P.O. Box 199, Dubai. WTD 4/8/62.

Costume jewelry, novelties, notions, small gift items. Bhagwandas Parsho-

tamdas & Bros. (importer, wholesaler), P.O. Box 485, Dubai. WTD 5/9/61.

399 Miscellaneous Manufacturing Industry Products

Fiji

Brushes, matches, Christmas goods. B.N. Patel & Co. (importer, exporter, wholesaler), Private Mail Bag, Suva.

France

Publicity items: Stands of various types, articles for show windows, luminous signs, boards in stamped metal or enamel, all types of novelties and gadgets of use by publicity agency. Direct purchase and agency. Eclat Publicite, S.A. publicity firm, wholesaler, importer, commission agent), 28 rue du Faubourg Poissoniere, Paris 10. WTD 6/14/61.

Germany

Dog sport articles of all kinds. Wilhelm Naumann (importer, manufacturer), 30-32 Hochstr., Iserlohn/Westf. WTD 2/5/62.

Netherlands

Christmas decorations. H. A. J. Kaemingk (importing distributor), P.O. Box 7, Aalten.

Pakistan

Fiber brushes. Direct purchase and agency. M.F. Elahi & Co. (East Pakistan), Ltd. (manufacturer), Wazirabad Rd., Sialkot City. WTD 4/20/62.

509 Miscellaneous Wholesale Products

France

Nonferrous scrap metals. Société Francaise des Metaux & Alliages Blancs (metal worker, importer), 70-76 bld. Anatole France, Saint-Denis (Seine). WTD 8 /18/61.

New textile waste. S. A. Mital & Faucher (importer, exporter, wholesaler), 89 ave. Gabriel Peri, Saint-Ouen (Seine).

LEADS FOR AGENCIES

Exclusive distributorship wanted only if specified.

202 Dairy Products

Viet-Nam

Cheese; powdered milk; condensed, evaporated milk in small cans for retail sale. Anh Phong Hang (manufacturer's agent), 7 Dai Lo Nguyen Hue (Room 208), Saigon. WTD 5/10/62.

203 Canning, Preserving Fruits, Vegetables, Seafoods

France

Canned fish, shellfish; canned fruits, fruit juices, dried fruits nuts. Office Parisien de Compensation (importer) 48 rue des Petits Champs, Paris 2.

Saudi Arabia

High grade canned vegetables, fruits, juices. Mohamed Abdulrahman (or Abdurrahman) Alsaeed (importer, retailer, wholesaler, manufacturer, commission agent), P.O. Box 120, Al-Khobar. WTD 3/18/62.

204 Grain Mill Products

Japan

White corn (Wakishi) with less than 15% moisture content. Kurachi Denpun Kagaku Kogyo Goshi Kaisha (Kurachi Starch Chemical Industries, Inc.) (manufacturer), 40-4, Nakayashiki, Ishiki, Ishiki-cho, Hazu-gun, Aichi Pref. WTD 5/10/62.

209 Miscellaneous Foods

Netherlands

Vegetable proteins for cattle feed, such as soybean meal, corn gluten feed, cottonseed meal. Fasting & Co., N.V. (commission merchant, broker), 2 Oranjestraat, The Hague. WTD 8/23/61.

220 Textile Mill Products

Australia

Dress fabrics, shirtings, printed cotton furnishing fabrics. Exclusive agency. Greig Bros. Agencies Pty., Ltd. (manufacturer's agent, commission agent, mill distributor), 145-9 Flinders Lane, Melbourne, Victoria. WTD 5/14/62.

Household textile goods, sheetings, towels, tablecloths, dyed and printed dress goods, furnishings, cretonnes, brocades, curtains nettings, synthetic and synthetic/cotton suitings and trouser fabrics. Scott, Butler & Co. (manufacturer's agent), 65 York St., Sydney.

France

Waterproof irridescent fabrics of mixed rayon, cotton. Louis Lannuzel (commission merchant), 20 rue de Lorraine, Asnieres (Seine). Sample.★

Germany

Cotton, woolen, synthetic clothing fabrics. Carl Kaufhold, Jr. (manufacturer's agent), Pfaelzerstr. 7, Hameln/Weser.

227 Floor Covering Mill Products

Australia

Carpets, floor rugs. Exclusive agency. Greig Bros. Pty., Ltd. (manufacturer's agent, commission agent, mill distributor), 145-9 Flinders Lane, Melbourne, Victoria. WTD 5/14/62.

Germany

Carpets, rugs other than Axminster carpets; wall-to-wall carpetings. Wilhelm Herfen (importing distributor), 87 Bismarckstr., Duesseldorf. WTD 2/21/62.

239 Miscellaneous Fabricated Textile Products

Germany

All kinds of cleaning, polishing cloths. Gerhard Graue (wholesaler), 203 Gartenstr., Boeblingen-Deufringen. WTD 10/20/61.

262 Paper Mill Products

Germany

Tissue paper, wrapping paper, pads, blank books, toilet paper, steno pads, folders, playing cards, bags, paper for technical purposes, office supplies. Exclusive agent. Central-Kontor Fuer Buerobedarfsvertretungen GmbH (manufacturer's agent), 16 Lotzbeckstr., 763 Lahr/Schwarzwald. WTD 5/11/62.

277 Greeting Card Manufacturing Products

Germany

Greeting cards. Exclusive agency. Central-Kontor Fuer Buerobedarfsvertretungen GmbH (manufacturer's agent), 16 Lotzbeckstr., 763 Lahr/Schwarzwald. WTD 5/11/62.

280 Chemicals

France

Chemical products, mineral or organic. Chimilux (importing distributor), 26 rue Vignon, Paris. WTD 4/9/62.

283 Drugs

Germany

Fine chemicals for pharmaceutical, medicinal industries. Holler & Co. (manufacturer's agent), Ballindamm 13, Hamburg 1. WTD 2/12/62.

Switzerland

Prescription medical preparations. Hanna Schuler (manufacturer's agent), 97 Neuweilerstrasse, Basel. WTD 5/15/62.

307 Miscellaneous Plastics Products

Australia

Vinyl floor coverings. Exclusive agency. Greig Bros. Pty., Ltd. (manufacturer's agent, commission agent, mill distributor), 145-9 Flinders Lane, Melbourne Victoria. WTD 5/14/62.

Germany

Plastic floor coverings. Wilhelm Herfen (importing distributor), 87 Bismarckstr., Duesseldorf. WTD 12/21/62.

351 Engines, Turbines

France

Diesel engines, accessories. Ets. M. Guinault-Constructions Mecaniques & Electriques (manufacturer, retailer, exporter), 70 bld. Emile Zola, Houilles (Seine & Oise).

352 Farm Machinery, Equipment

Netherlands

Machinery, equipment for drying, transportation of cereals. Kongskilde Maskinfabrik A/S (manufacturer's agent), 600 Rijsbergseweg, Breda.

353 Construction, Mining, Materials Handling Machinery, Equipment

Netherlands

Transportation, materials handling equipment for internal use in plants, workshops, warehouses. Industrie en Handelsonderneming van Broekhoven (importer, manufacturer) 29 Bogen, Gouda.

Light, middle-weight transportation equipment for building industry, plants, warehouses. J. Sinke & Co. (wholesaler), 204 Oosteinde, Delft.

Pakistan

Earthmoving equipment such as bulldozers, tractors, trailers, cranes. International Steel & General Agencies (commission merchant), Munshi Chamber, Lake Rd., Lahore. WTD 4/13/62.

354 Metalworking Machinery, Equipment

Netherlands

Machine tools. Es & Es, N.V. (importing distributor), Herengracht 134, Amsterdam.

355 Special Industry Machinery

Japan

Machinery for producing cornstarch, general industrial machinery for using corn. Kurachi Denpun Kagaku Kogyo Goshi Kaisha (Kurachi Starch Chemical Industries, Inc.) (manufacturer), 40-4, Nakayashiki, Ishiki, Ishiki-cho, Hazugun, Aichi Pref. WTD 5/10/62.

356 General Industrial Machinery, Equipment

France

Air-compressors. Ets. M. Guinault-Constructions Mecaniques & Electriques (manufacturer, retailer, exporter), 70 bld Emile Zola, Houilles (Seine, Oise).

Paint-spraying equipment. Ets. Lepetit, S.A. (manufacturer, exporter), 251 ave. d'Argenteuil, Bois-Colombes (Seine). WTD 3/8/62.

Pakistan

Centrifugal pumps. International Steel & General Agencies (commission merchant), Munshi Chamber, Lake Rd., Lahore. WTD 4/13/62.

Qatar

Bore hole pumps with driver motors. Abdulrahman Bin Abdulla Abedan Fakhree & Sons (importer, retailer, wholesaler, commission agent), P.O. Box 254, Doha. WTD 5/6/62.

357 Office, Computing, Accounting Machines

Netherlands

Marking, coding equipment. Technische Handelsonderneming "Automator," C.V. (importing distributor), 7-9 Posthoornstraat, Rotterdam 1.

Nigeria Invites Tenders For Lighter, Tug

The Nigerian Port Authority has issued the following invitations to tender:

One stone lighter, 70 ft. long, 16 ft. wide, 6 ft. deep, 5 ft. draft, 70 tons deadweight; 1 single-screw diesel-engined tug powered by engine giving bollard pull of at least 1.5 tons, 40 ft. long, 10 ft. 4 in. beam, 6 ft. 3 in. deep, 4 ft. 2 in. draft.

Further information on the vessels and requirements for tendering may be obtained from the Crown Agents for Overseas Governments & Administrations, Millbank, London, S.W.1.

The date for submitting documents is fixed by the Crown Agents. Tenderers should communicate with them as soon as possible.

358 Service Industry Machines

Pakistan

Sewage plants. International Steel & General Agencies (commission merchant), Munshi Chamber, Lake Rd., Lahore. WTD 4/13/62.

361 Electric Transmission, Distribution Equipment

France

Electrical equipment such as alternators, circuit breakers, contractors, boards, rectifiers; electronic control, measuring equipment, relays. Ets. M. Guinault-Constructions Mecaniques & Electriques (manufacturer, retailer, exporter), 70 bld Emile Zola, Houilles (Seine, Oise).

362 Electrical Industrial Apparatus

Venezuela

General industrial electric equipment. Secotec (manufacturer's agent), Edificio Vam, Torre Este 91, Ave. Andres Bello, Caracas. WTD 4/2/62.

363 Household Appliances

Germany

Electric household, kitchen appliances. Alfred Haupt (manufacturer, wholesaler), 5-7 Boeckstr., Mannheim. WTD 5/8/62.

366 Communication Equipment

France

Electronic Equipment such as teleguidance instruments, radars. Ets. M. Guinault-Construction Mecaniques & Electriques (manufacturer, retailer, exporter), 70 bld Emile Zola, Houilles (Seine & Oise).

Venezuela

Electronic telecommunication equipment. Secotec (manufacturer's agent), Edificio Vam, Torre Este 91, Ave. Andres Bello, Caracas. WTD 4/2/62.

371 Motor Vehicles, Equipment

France

Automotive accessories, parts. V. Guendon & Cie. (importing distributor, manufacturer's agent), 80 rue Guillaume Puy, Avignon (Vaucluse). WTD 5/18/62.

Germany

Automotive accessories. Alfred Haupt (manufacturer, wholesaler), 5-7 Boeckstr., Mannheim. WTD 5/8/62.

Netherlands

Light, middle-weight trucks. J. Sinke & Co. (wholesaler), 204 Oosteinde, Delft.

Motor vehicles for use by plants, workshops, warehouses, Industrie en Handelsonderneming van Broekhoven (importer, manufacturer), 29 Bogen, Gouda.

Automobile accessories, parts, such as time, speed recorders. Algemeen Technisch Import Veritas (importing distributor), Petrarcalaan 65, Utrecht.

Venezuela

Automotive spare parts. Replies requested in Spanish. Rimasa (Repuestos Implementos Maquinaria S.A.) (manufacturer's agent), Edificio La Trinidad, Puente Soublette, Caracas. WTD 4/30/62.

Automotive spare parts. Auto-Repuestos Venmag (importing distributor, manufacturer's agent), Calle Colombia 91-2, Valencia, Estado Carabobo. WTD 4/24/62.

372 Aircraft, Parts

France

Communication, navigation, electronic aircraft equipment. Agency on commission basis. E.A.M-Ets. d'Aviation de Montmarin (commission agent), 46 rue Jacques Dulud, Neuilly (Seine). WTD 3/21/61.

373 Ship, Boat Building, Repairing

France

Fiber-glass motorboats. Montpellier Automobile (manufacturer's agent), 56 ave. Georges Clemenceau, Montpellier, Herault. WTD 4/17/62.

375 Motorcycles, Bicycles, Parts

Germany

Handlebars, handlebar accessories for motorcycles; bicycle accessories. Johannes Weber (manufacturer's agent), Dahlerbrueck/Westf. WTD 5/2/62.

382 Instruments for Measuring, Controlling, Indicating Physical Characteristics

Netherlands

Measuring, regulating instruments for hospital laboratories, universities, industrial, research institutes. Meyvis & Co. (importing distributor, manufacturer's agent), 36 Faurestraat, Bergen op Zoom. WTD 12/11/61.

384 Surgical, Medical, Dental Instruments, Supplies

France

Medical equipment for radiology; installations of physicians, clinics; electrical medical, clinical equipment. Société Centrale de Radiologie, S.A. (manufacturer, wholesaler, retailer), 71 rue Robespierre, Montreuil-sous-Bois (Seine). WTD 3/29/62.

386 Photographic Equipment, Supplies

Ceylon

X-ray films (doublecoated). Hemas (Drugs), Ltd. (importing distributor), Hemas Bldg., 36 Bristol St. Colombo 1. WTD 1/16/62.

Germany

Photostat paper. Central-Kontor Fuer Buerobedarfsvertretungen GmbH (manufacturer's agent), 16 Lotzbeckstr., 763 Lahr/Schwarzwald. WTD 5/11/62.

387 Watches Clocks, Clockwork Operated Devices, Parts

Netherlands

Watches, clocks. A. Kinsbergen, N.V. (importing distributor), 9-11 Oosteinde, Amsterdam.

Watches, clocks. Handels-en Industriele Ondernemingen Heygele-Stella, N.V. (manufacturer, importing distributor), 90 Wilhelminasingel, Maastricht.

391 Jewelry, Silverware, Plated Ware

Germany

Pocket lighters of precious metals. Rudolf Walter (importer, sales agent), 3 Helmholtzstr., Wiesbaden-Dotzheim. WTD 5/7/62.

Netherlands

Roman Catholic religious articles of precious metal, pewter, stainless steel other metals. Van Wely & Zoon (importing distributor), 110 Oude Amersfoortseweg, Hilversum.

Precious, semiprecious stones. N.V. Koninklijke Goud-en Zilverindustrie v/h Gebr. Rozendaal (importing distributor, manufacturer), 11 Noord, Hoorn, Netherlands.

394 Toys, Amusements, Sporting, Athletic Equipment

France

Plastic hobby kits. Montpellier Automobile (manufacturer's agent), 56 ave. Georges Clemenceau, Montpellier, Herault. WTD 4/17/62.

Germany

Toys, do-it-yourself kits. Oswald E. Plhal (jobber), 14 Gartenstr., 7085 Bopfingen, Wuerttemberg. WTD 5/7/62.

395 Pens, Pencils, Other Office, Artists' Materials

Germany

Carbon paper. Exclusive agent. Central-Kontor Fuer Buerobedarfsvertretungen GmbH (manufacturer's agent), 16 Lotzbeckstr., 763 Lahr/Schwarzwald. WTD 5/11/62.

396 Costume Jewelry, Novelties, Buttons, Miscellaneous Notions

Netherlands

Costume jewelry. N.V. Koninklijke Goud-en Zilverindustrie n/h Gebr. Rozendaal (importing distributor), 11 Noord, Hoorn.

399 Miscellaneous Manufacturing Industry Products

Australia

Linoleum. Exclusive agency. Greig Bros. Pty., Ltd. (manufacturer's agent, commission agent, mill distributor), 145-9 Flinders Lane, Melbourne, Victoria. WTD 5/14/62.

France

Linoleum, width 2 m., thickness 2 or 3 mm.; related floor coverings; if possible on consignment. Replies requested in French. Robert Laborde (wholesaler, commission merchant, sales agent, distributor), 28 rue Duregne, Arcachon, Gironde. WTD 5/10/61.

Germany

Linoleum floor coverings. Wilhelm Herfen (importing distributor), 87 Bismarckstr., Duesseldorf. WTD 2/21/62.

Pocket lighters of base metals. Rudolf Walter (importer, sales agent), 3 Helmholtzstr., Wiesbaden-Dotzheim. WTD 5/7/62.

Gift articles. Oswald E. Plhal (jobber), 14 Gartenstr., 7085 Bopfingen, Wuerttemberg. WTD 5/7/62.

509 Miscellaneous Wholesale Products

Australia

Textile waste: Synthetic mixtures for respinning cotton. H.G. Jensen Pty., Ltd. (manufacturer's agent), 333 George St., Sydney. WTD 5/11/62.

Radio Test Equipment Wanted by SHAPE

SHAPE (Supreme Headquarters Allied Powers Europe) is inviting bids until June 30 for the supply of radio frequency test equipment, 1-4 each of 31 kinds.

Bids should be submitted to the Purchasing & Contracting Officer, Ace Communications Electronic Equipment, Signal Division, Material Branch, SHAPE, Paris, referring to bid 62-2.

Copies of the bid documents, including descriptions, format for price quotations, and general bidding conditions, are available on loan from Business Services Division, BIBO, U.S. Department of Commerce, Washington 25, D.C.

LEADS FOR IMPORTERS

Commodities are offered direct unless specified.

209 Animal Oils

Spain

Shark oil (Centrophorus granulosus), for manufacture of cosmetics. Direct or through agents. Alejo Etchart, S.A. (importer, exporter, manufacturer) P.O. Box 515, Berastegui 1, Bilbao. WTD 5/16/62.

241 Logging Camp Products

Burma

Round logs; conversions of teak, other hardwoods; Europe first class; 5,000 tons per annum. Direct or through agents. Min Soe Co. (contractor, sawmiller, exporter), 1/7 Latha St., Rangoon. WTD 5/14/62.

249 Miscellaneous Wood Products

France

Cork products, stoppers, floats for fishing equipment. Direct or through agents. Bouchonnerie Hispano Francaise (manufacturer, exporter), 1 rue de la Tonnellerie, Perpignan, P.O. WTD 5/17/62.

259 Miscellaneous Furniture

Germany

Hospital furniture; operation tables; furniture for doctor's offices, hospitals, laboratories; steam tables with electric heating. Direct or through agents. C. Maquet, Spezialfabrik der Stierlenwerke AG (manufacturer), 31 Kehler Strasse, Rastatt/Baden. WTD 5/16/62.

355 Special Industry Machinery

Belgium

Anticalcareous apparatus for prevention of scale, corrosion; special apparatus for treatment of solder in pulp, sugar, chemical industry. Epuro, S.A. (manufacturer), 148, Ave. de France, Antwerp. WTD 5/15/62. Catalogs.★

396 Handicraft Novelties

Mexico

Mexican arts, crafts of many items, wallets, basketware, glassware. Mexart (exporter), Av. Del. Taller 22, Apdo Postal 22719, Mexico 8, D.F.

505 Farm Products, Raw Materials

Spain

Raw, salted cattle hides, skins; hides supplied with heads and short legs but without lips and ears; calf skins without heads and with short legs. Direct or

through agents. Alejo Etchart, S.A. (importer, exporter, manufacturer), P.O. Box 515, Berastegui 1, Bilbao. WTD 5/16/62.

FOREIGN VISITORS

Scheduled arrival dates and U.S. addresses indicated.

Australia

James Patrick Murphy, representing N.S.W. Rutile Mining Pty., Ltd., P.O. Box 125, South Brisbane, Queensland, interested in locating new U.S. markets for **mineral rutile**; also information on recent developments in dredge mining. June 10 via Honolulu for 6 months; c/o N.S.W. Rutile Mining Co. Pty., Ltd., Headquarters Office, Chase-Manhattan Bank, New York. Itinerary: Los Angeles, San Francisco, New York, Washington, possibly other cities.

Leonard Frank Lukev, representing Lukey Mufflers Pty., Ltd., 1142 Nepean Highway, Highett, Melbourne, Victoria, interested in visiting **muffler manufacturing factories**, equipment manufacturers of special machines for muffler manufacture, also technical information. June 16 via New York for 1 month; c/o Australian Trade Commissioner, 630 Fifth Ave., New York. Itinerary: Chicago; Detroit; Middletown, Ohio; New York; San Francisco; Los Angeles.

D. G. Thompson, representing Water & Sewerage Consultants Pty., Ltd., 2-6 Barrack St., Sydney, interested in possible joint venture or association with American engineering consultants, also technical information on **water treatment** and **sewage disposal** plants. Mid-June via New York for 2 weeks; c/o U.S. Department of Commerce Field Offices in cities on itinerary: New York, Chicago, San Francisco.

Douglas William Tickle, representing Tickle Holdings Pty., Ltd., 180-208 Fairfield Rd., Brisbane, Queensland, interested in **aluminum foil** (domestic for packaging) and **dried fruit industry** (processing and packaging), and **domestic cleansers and bleaches.** June 6 via Los Angeles for 4 months; c/o National Cash Register Co., Dayton Ohio. Itinerary: Los Angeles, June 6-12; New York, June 19-23; Dayton, June 23-30; Cincinnati, June 30-July 1; possibly other cities.

Alan Hayes, representing Alan Hayes (International) Pty., Ltd., 33 Queen's Rd., Melbourne, S.C.2., interested in discussions with U.S. companies and potential investors on plans for establishing **manufacturing operations** in Australia and/or expansion in existing industry, also technical information. May 30 via San Francisco for 6 weeks: c/o Roland Walton & Co., 1 Chase Manhattan Plaza, New York. Itinerary: San Francisco, Los Angeles, Dallas, Houston, Oklahoma, Cincinnati, New York, Cleveland, Toledo, Lima, Detroit, Kalamazoo, Grand Rapids, Milwaukee, Chicago, Minneapolis.

Chile

George C. Warner, representing Soprole y Afia, Soc., Ltda. (technical consultants), Vicuna Mackenna, interested in visiting **ice cream plants** and **candy manufacturers**, and plant equipment; also technical information. May 21 via Miami for 1 month; c/o 7724 Zelizah, Reseda, California. Itinerary: Chicago, Milwaukee, Cedar Rapids, Los Angeles.

Cyprus

Mrs. Azadouhi Dadrian, manager and proprietor of Maison Jenny, Ltd., Nicosia (leading importer and retailer of women's clothing, jewelry, and cosmetics), interested in contacting manufacturers and exporters of women's and men's **readymade garments**, jewelry, cosmetics, and accessories to promote their import into Cyprus; also visiting fashion shows. Mid-June via New York for 1 month, c/o U.S. Department of Commrece Field Office, 350 Fifth Ave., New York 1. Itinerary: New York, possibly other cities.

El Salvador

Sr. Pedro A. Molina, representing Muebles Molino, Santa Tecla, interested in purchasing **woodworking machinery** for small- to medium-sized furniture factory. June 1 via San Francisco for 6 weeks; c/o U.S. Department of Commerce Field Offices in cities on itinerary: San Francisco, Chicago, New York.

England

Honorable Clive Bossom, M.P., House of Commons, London, S.W.1., on private factfinding mission, particularly interested in **monorail transport** and **agriculture.** June 8 via Seattle for 3 weeks; c/o Mrs. Imrie de Vegh, 7 Gracie Sq., New York 28. Itinerary: Seattle, New York, Washington.

France

Rene Tafoureau, representing Ets. Tafoureau, 105 bis ave. Rouget-de-Lisle, Vitry-sur-Seine, Seine, interested in importing and exporting **furniture** and **accessories**, also information on manufacturing beds, new developments in wholesale and retail, manufacturing and distribution of furniture. June 11 via New York for 3 weeks; c/o Air France, New York City. Itinerary: New York; Chicago; Dallas; Hickory, Drexel. High Point, North Carolina; St. Louis; Zealand, Michigan.

India

Dharamvir Virmani, representing Universal Screw Factory, Chheharta, Amritsar, Punjab State, interested in purchase of **machinery** and **raw materials** for manufacture of wood and machine screws and bolts and nuts, also technical information on latest developments in field of industrial fasteners manufacture. Early June via New York for 6 weeks; c/o Perry H. Chipurnoi, 101 Hudson St., New York 13. Itinerary: New York, Detroit, Chicago, Los Angeles, San Francisco, Washington.

Jamaica

Vivian Allen, building contractor, 40 Sullivan Ave., Kingston 8, interested in contacting suppliers of **building materials** for purpose of importing. Mid-June via New York for 6 months; c/o 131 Martin St., Hartford, Conn. Itinerary: New York, Hartford, possibly other cities.

Northern Ireland

John Bristow Miniss Graham and William Henderson Gow, representing Vulcanite, Ltd., Stranmillis, Belfast 9, interested in importing **raw materials** for bituminous roofing felts and felt roofing; also technical information. June 7 via New York for 2 weeks; c/o Philip Garey Manufacturing Co., Wayne Ave., Cooper, Cincinnati. Itinerary: New York, Cincinnati, Philadelphia.

Surinam

Harry Tjin A. Tsoi, Maagdenstraat 35, P.O. Box 855, Paramaribo, representing Kramer van Koophandel en Fabrieken (Chamber of Commerce) of Paramaribo and Harry Tjin Trading Co., interested in **foodstuffs, wearing apparel, notions,** and **cosmetics.** May 27 via Miami for 1 month; c/o Hotel Everglades, Miami. Itinerary: Miami, New York, Los Angeles, San Francisco, Chicago.

Taiwan

James Y. J. Liu, representing Far Eastern Travel Service, 36 Hwai Ning St., Taipei, interested in contacting art galleries, museums, libraries, and cultural organizations for sale of **artistic reproductions** of ancient Chinese calligraphy, locating prospective sales agents for reproduced calligraphy scrolls, and contacting travel agencies for promotion of tourism between U.S. and Taiwan; also information on techniques of artistic reproduction and printing, and management and operation of U.S. travel agencies. Plans to visit international trade fairs at Seattle and Chicago. May 30 via San Francisco for 3 months; c/o Dr. Kai-Yu Hsu, 3266 Ramona St., Palo Alto, Calif.

A Correction

The story "Hydro-Electric Project in Honduras Opens to U.S. Bidders" on page 900 of the May 14 issue of FCW appeared in error. The bids were to be opened May 31, 1961, instead of 1962. A clerical error on the part of the Department was responsible.

5 Firms Seek Varied Help

Dental, Food Products, Tools or Steel Included in Opportunities From Spain

Four Spanish firms wish aid from American firms to increase production of ferroalloys and steel, potato chips or agricultural implements, or to make new products including anti-oxidizing substances and dental products.

Another firm seeks U.S. collaboration to set up a business to manufacture precision machine tools.

● A ferroalloy and steel manufacturer seeks a U.S. firm interested in providing capital, machinery, and technical assistance for the company's expansion program.

It is interested in producing special ferroalloys including silicon, manganese, chrome, and boron, and also wants to double its steel-producing capacity and add a furnace to produce calcium carbide.

The present daily production is 20 tons of pig iron, 6 tons of ferromanganese, and 6 tons of ferrosilicon.

Additional information is available on loan from the Office of International Investment, U.S. Department of Commerce, Washington 25, D.C.

Write Siderurgica del Norte, S.A., Gran Via 19-21, Bilbao.

● A Madrid potato chip factory wants to arrange a joint venture with an American associate to expand its business.

The firm says that its products are easily sold but considers U.S. machinery necessary for a profitable expansion.

It would like the investor to participate in stock shares and administrative and technical management.

More information may be obtained from Patatibiris—Manuel Ugarte, Prudencio Alvaro 38, Madrid 17, Spain.

● A manufacturer of agricultural implements wants to expand and is interested in capital and technical assistance to produce tractors and automatic combines.

The firm, one of Spain's principal manufacturers of agricultural implements, has no definite idea as to the amount of investment required; it is willing to discuss proposals ranging from licensing to full-management participation.

Write Ajuria, S.A., P.O. Box 22, Vitoria, Spain.

● Another firm wants to obtain financial assistance to enlarge its plant and/or license to manufacture new products.

It is interested in anti-oxidizing substances for industrial purposes; stabilizers; dental products; coatings for gold and platinum; and steel foundings used in jewelry.

The firm makes a large variety of chemical and pharmaceutical products.

Write Laboratorios Gurruchaga, S.A., Lagusa, Conde Romanones 11, Madrid 12.

● The founder of 7 diversified companies in northern Spain is organizing a new manufacturing operation and seeks a U.S. license to produce machine tools.

Precision grinders are of particular interest but other precision machine tools will be considered.

In exchange for U.S. know-how, royalties and fees are offered, or direct participation in the new enterprise, including management participation.

Write Mr. Julio Azcargorta, Box 41, Vergara, Guipuzcoa Province, Spain.

Italian License Requested For Chemical-Drug Products

A chemical and biological institute in Italy seeks a licensing arrangement to manufacture U.S. chemical-pharmaceutical products obtainable through water or solvent extraction.

It manufactures raw materials for chemical, biological, and pharmaceutical concerns.

Its plant is modern and equipped with efficient, up-to-date machinery.

Additional information is available on loan from the Office of International Investment, U.S. Department of Commerce, Washington 25, D.C.

Also, write to Istituto Chimico Biologico Sant'Alessandro, S.p.A., Strada Mongreno 71, Turin, Italy.

Farm, Cooling Equipment Sought in Netherlands

A manufacturer of diversified products in the Netherlands seeks U.S. licenses to produce poultry slaughterhouse, dairy, and air-conditioning equipment.

The firm now manufactures air-conditioning apparatus and installations, drying rooms for industrial purposes, heating equipment, conveyors, and poultry slaughterhouse installations.

It employs about 100 workers.

Write to Machinefabriek de Wiericke N.V., Fabrieksstraat, Boxmeer, The Netherlands.

Dress License Wanted; 2 German Businesses Offered for Sale

Two German firms are interested in selling their factories and businesses, one manufactures pens and the other protective coatings.

Another company is interested in a license to make ladies' dresses bearing U.S. trademarks.

● A manufacturer of fountain and ballpoint pens wishes to sell its plant and operations.

The plant covers over 700 sq. yds. and is equipped with various sizes of plastic injection moulding machines and other necessary small machinery.

Has More Land

Additional land is available for expansion.

Write Herrn Hans Hartung, Giessen/Lahn, P.O. Box 2087, Germany.

● A manufacturer of women's wear seeks a license to make ladies' dresses, in small to medium half sizes, bearing U.S. trademarks and of American materials such as cotton and rayon prints, rayon, silk, cotton, and wool.

Write Gregor Mai KG, Kleiderfabrik, 2 Lindenweg, Luedinghausen, W. Germany.

● A manufacturer of various protective coatings seeks financial assistance.

Wants to Sell

The owner is primarily interested in selling his firm, if he can retain a leading position in its technical management, but would also be interested in a joint venture or capital investment arrangement.

Products of the firm include anti-corrosion paints, special varnishes, plastic floor coverings, plastic coatings for containers, and compounds for internal pipe linings which are sold to large industrial enterprises, oil refineries, government construction offices, and large painting concerns.

Additional information is available from the Office of International Investment, U.S. Department of Commerce, Washington 25, D.C.

Write Erb & Schuhmann, Chemische Fabrik, P.O. Box 35, 7314 Wernau a. Neckar, W. Germany.

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Joint Venture or License Asked by French Firms

A food packer wishes collaboration with a U.S. firm, with an exchange of services for increased market possibilities, and a manufacturer is interested in producing filters and light metal sheets under U.S. license.

● A packer of mushrooms and vegetables wishes to enter into joint-venture operations with a U.S. firm engaged in related activity, and proposes complete collaboration and an exchange of services to increase the market possibilities of their products in the 2 countries.

The firm can offer facilities for the final preparation and packing of products.

Write Andre Joubert-Narcy & Cie, 100 rue Jeanne d'Arc, Châtellerault (Vienne), France.

● A manufacturer wants to produce filters under a U.S. license, and is also interested in the production of light metal sheets.

The firm has a staff of 120, a steady clientele and manufactures sheet-iron, steel plate, and various types of filters.

Write Ets. Raymond Proust, 5-7 Place de l'Adjudant Vincenot, Paris, XXeme, France.

Car Manufacturing Interests Greece; Proposals Invited

The Greek Ministry of Industry has invited proposals for the establishment of an automobile industry in Greece.

Proposals should include the following information:

1. All characteristics and technical data of the cars to be manufactured.
2. The date when construction of plant will begin, as well as estimated date of completion and beginning of operations.
3. The total amount of the investment involved, broken down into cost of plant, equipment, and working capital.
4. The ratio between Greek and foreign labor for each car produced.
5. Whether the firm will export either complete cars or parts, and the proportion of the exported products to the total output.

Deadline for submission of proposals is June 30.

Interested American companies should submit proposals to the Ministry of Industry, Athens, Greece.

Indian Production of Cable, Pipe Sought Through 3 Joint Ventures

Three Indian groups seek joint ventures, incorporating technical know-how and capital participation, for new manufacturing projects for which the Government of India has issued industrial licenses.

One company plans to make copper cables and 2 others propose to manufacture cast-iron spun pipes.

A Bombay and a Bangalore firm have jointly sponsored a new concern to manufacture double and triple paper-covered copper wire and strip and enameled copper wire.

They seek about $250,000 in the form of equipment and technical services from a qualified and interested U.S. company.

Demand for these metal products is reported to be very good.

One of the firms is an importer and dealer in nonferrous metal products, while the other company produces copper rods, strips, bus bars, commutation strips and rotor strips.

Inquiries are invited. Write to the Office of International Investment, Code 4-335-6, U.S. Department of Commerce Washington 25, D. C.

☆ ☆ ☆

The second Indian firm desires technical know-how and capital participation of $740,000 in the form of equity or a long-term loan to produe cast-iron spun pipes and fittings.

They propose to produce 12,000 tons of pipes and fittings a year.

At present, there are only 3 companies in such production in India.

Tentative estimates are that the fixed capital investment will come to $1.9 million.

This company is a partnership engaged in the manufacture of sanitary ware, hardware and bicycle parts.

For further information, write the Office of International Investment, Code 4-331-15, U.S. Department of Commerce, Washington 25, D.C.

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The third firm also proposes to make cast-iron spun pipes, with an annual production reaching 30,000 tons.

Since existing manufacturers have their order books full for the next 3-4 years and imports are necessary, it is believed this industry has an attractive future.

The company manages a textile mill and plants that produce several types of dies.

Potential investors should write the Office of International Investment, Code 4-331-16, U.S. Department of Commerce, Washington 25, D.C.

Medicinal Product Output Wanted by Colombian Firm

A small manufacturer of patent medicines seeks a joint venture and licensing arrangement to produce American medical products in northern Colombia.

The firm is an individual proprietorship whose products are sold to distributors for northern Colombia.

Products consist mainly of tonics and cough syrups which require no medical prescriptions and reportedly move easily.

Inquiries are invited; write to the Office of International Investment, Code-2-283-2, U.S. Department of Commerce, Washington 25, D.C.

Plantation Owner in Cameroon Offers Lands

The owner of a 1,235-acre plantation in southern Cameroon wants to sell his property.

The plantation is located at Bitye, near Sangmelima, in an area considered to be the best cocoa land in Cameroon.

Coffee, Rubber, Cocoa Produced

About 990 acres are cultivated and include 120,000 Robusta de Java trees supplying a crop of 80 metric tons; 80,000 cocoa trees, 25 tons; and 250,000 rubber trees, 120 tons.

An additional investment could increase the output of all crops significantly.

Property improvements include a large master's house and assistant's house with electricity and running water; maintenance buildings; infirmary; housing to accommodate 150 workers; and storage, treatment and packing facilities for each of the 3 crops.

In addition, there are 2 Dodge trucks, a Jeep, 2 Citroen pick-ups, and a tractor.

The owner, Mr. Raymond Collinet, is asking about $240,000; the plantation nets about $60,000 annually.

Mr. Collinet's financial reference is given as Banque Nationale pour le Commerce et l'Industrie (Foreign Accounts Section), Paris.

Financial and other information may also be obtained from Mr. John D. Tsimberlidis, 2501 Q Street, NW., Washington 7, D.C.

Mexico Offers Promising Market For Electric Power Equipment

MEXICO, D.F.—The Government of Mexico has given high priority to the expansion of electrical generating capacity and the outlook is good for U.S. exporters of heavy generating equipment, provided they can meet the increasingly stiff competition from Japanese and West European suppliers with respect to price and terms of financing, the U.S. Embassy reports.

Over the next 8 years Mexico may spend some $500 million on imports of such equipment.

The electric power industry is almost entirely government-owned and nearly all of the larger generating equipment is imported by government agencies.

Imports by the principal agencies concerned with electricity have totaled about $110 million since 1958, and include generators, hydraulic turbines, complete steam plants, and diesel electric generator sets.

The bulk of the orders have gone to German, Japanese, Swedish and British firms, although the 2 largest orders, totaling about 30% of total imports, for steam plants for installation in Monterrey and Tijuana, went to U.S. companies.

In general, the companies which received orders were in a position to finance the sales.

There is no manufacture of heavy generating equipment in Mexico, with the exception of power boilers.

A British-Mexican company has made boilers which produce up to 125,000 pounds of steam per hour, and an American-Mexican company is building a plant in Monterrey to manufacture power boilers.

All other power generating equipment of large size will continue to be imported for the foreseeable future.

The 3 principal electric systems, those of the Federal Electricity Commission, the electric companies of Nacional Financiera, and the Mexican Light & Power Co. (Cia. Mexicana de Luz y Fuerza Motriz) have been combined under the authority of the Federal Electricity Commission; the Commission, therefore, will be the importer of most generating equipment in the future.

In addition to imports for government agencies, some of the larger private companies, such as the large steel producers Altos Hornos de Mexico, S.A. and Compania Fundidora de Fierro y Acero de Monterrey, S.A., have imported generating equipment for their power plants.

Fundidora recently installed two 22,500-kw. steam generator sets, and Altos Hornos is installing a 19,260-kw. gas turbine generator and a 10,000-kw. steam turbine.

Installed capacity at the end of 1960 was 3,021,000 kw.

A total of 10,636 million kw. hr. was generated in 1960, and consumption was 10,309 kw. hr. or 298 kw. hr. per capita.

The Mexican Government aims at increasing capacity by 2.733 million kw. by 1965, and by another 1.987 million kw. by 1970.

Attainment of these goals will cost an estimated $1.8 billion at 1960 prices.

Of this amount, it is estimated that about 38% would be spent for generating equipment, the remainder for transmission facilities and construction costs.

Therefore, it is possible that as much as $688 million will be spent on imported equipment.

Exports of Chain Saws From U.S. Set Record

Exports of chain saws from the U.S. continued their steady rise in 1961 when the industry shipped $14,291,000 worth to foreign countries. This was more than double the industry's 1958 performance.

Contributing strongly to this healthy trade were increased shipments to Belgium, Japan, The Netherlands, West Germany, and Australia. Shipments to Canada, Finland, and Sweden declined in 1961.

Exports of heavy woodworking machine tools (planers, matchers, jointers and moulders) increased in 1961 over the previous year but exports of all other types of woodworking equipment declined.

U.S. Rolling Mill Exports Increase by $18.5 Million

U.S. rolling mill machinery and equipment exports reached a new peak in 1961.

Exports rose to $104.9 million in 1961, compared to a value of $86.4 million in 1960.

Common Market countries bought $29.4 million, accounting for 28% of the total value.

Japan was the principal national customer, with $28.5 million (27%), and the United Kingdom followed with $12.5 million (12%).

Market Opens in Canada For 2-Way Radio Units

MONTREAL—Canada recently initiated a general-service radio band, similar to the U.S. citizen's band, which could open a market for specialized 2-way radio equipment, the U.S. Consulate General reports.

The new band will have 11 channels covering frequencies from 27.005 to 27.225 megacycles; transmitters must be crystal controlled with a frequency accuracy of .005% and power input will be restricted to 5 watts.

The market is expected to be sizable among such groups as loggers, hunters, fishermen, and yachtsmen.

Doctors will find the band valuable for office to home to automobile communication, businessmen may use it between the office and remote parts of a factory yard or lumberyard, and island dwellers will be able to communicate with other islands or the mainland.

New Plant in Belgium To Get ECSC Funds

An aluminum strip mill will be built in southern Belgium as a joint venture between the U.S. firm Reynolds International and the Belgian firm Société Generale, assisted by a loan of about $2.5 million from the European Coal and Steel Community.

The new plant, to be called Aleurope, will employ between 500 and 750 workers and will draw at least 25% of its labor force from unemployed coal miners in Belgium, according to a stipulation by the High Authority of ECSC.

In the face of some criticism, the Commission of the European Economic Community has stated that the aid to the U.S. aluminum firm is not inconsistent with the EEC Treaty prohibition against state subsidies.

The Commission has stated emphatically that the Rome Treaty gives it no power to prevent third-country investment in the Common Market.

Reports in the Commodity News department generally are prepared by the Business and Defense Services Administration (BDSA) industry divisions, based on dispatches from U.S. Foreign Service posts and departmental research.

Pacific National Exhibition Scheduled in Vancouver

VANCOUVER—The annual Pacific National Exhibition (PNE) will be held here Aug. 18-Sept. 3, the U.S. Consulate General reports.

The fair is expected to attract over 1 million persons because of the increased U.S. and Canadian tourism to British Columbia resulting from the World's Fair in Seattle.

This exhibit, the Consulate General reports, offers a good opportunity for the display of U.S. products.

Space will be available for the following exhibits:

- Electrical and Manufacturers' Buildings which will highlight electrical appliances, television, stereo, and home products and furnishings.
- Pure Food Building. This will provide space for displays by food manufacturers and representatives.
- Pacific Show Mart Building. The theme here will be leisure time activity, cars, hobbies, travel and books.
- Specialty Arcade. This will include general exhibits of all types.

Additional information is available on loan from the Trade Fairs and Exhibitions Section OITF, U.S. Department of Commerce, Washington 25, D.C.

27th Thessaloniki Exposition To Be Held in Early Fall

U.S. firms have been invited to participate in the 27th International Fair of Thessaloniki, Sept. 2-23.

Some of the exhibit categories in the general fair include foodstuffs, ceramics, textiles, electric household articles, motor cars and parts, agricultural products in general, leather industry goods, and furniture.

Copies of the General Regulations of Participation are available from the Commercial Counselor, Greek Embassy, 2211 Massachusetts Ave., NW., Washington 8, D.C.

U.S. Schedules First Appearance At Trade Fair in Czechoslovakia

The U.S. will make its first appearance at an international trade fair in Czechoslovakia when it stages an official U.S. Exhibition at Brno, September 9-23.

One of the smaller U.S. trade shows abroad, it will develop the concept of technology in the service of man and will show how America's rising levels of economy and technology are used to satisfy human needs.

To develop this theme, the several environments of a skilled American worker will be depicted through a series of photo murals and other visual techniques.

A typical American worker will demonstrate his industrial skills and skill with American do-it-yourself home projects such as assembling hi-fi recording sets, and repairing an automobile.

Chosen for this role is Fuller M. Cretcher of Dayton, Ohio.

The 30-year-old father of 3 children has been employed by the National Cash Register Co., Dayton, for almost 11 years.

He began his apprenticeship after high school and has worked up to a skilled gear shaper operator.

Cretcher attends night classes at the University of Dayton and expects to earn his degree in electrical engineering next year.

U.S. Extends Exhibition In El Salvador

The U.S. "solo" exhibition in San Salvador, now in progress, has been extended an additional week to July 5.

The U.S. Embassy in San Salvador requested the extension because the fair sparked so much interest during the weeks of preparation for the June 8 opening.

Theme of the exhibit is "Partners for Progress."

The fair, supporting the Alliance for Progress, will stress diversification of industry as a step toward economic expansion.

Large Plastics Exhibition To Take Place in Sweden

A fair billed as the largest plastics presentation ever to take place in Scandinavia will open in Goteborg, Sweden, on Nov. 2.

The 10-day fair, called INTERPLAST, will include plastic-making machinery, raw materials, semi-manufactures and finished products, as well as an international plastics conference scheduled to coincide with the exhibit.

A total of 12 countries have already decided to participate in the fair, which is being handled by the International Trade Fair, Ostra Torgattan 2, Malmo, Sweden.

Science Congress Set In Australia

SYDNEY—The 75th annual Congress of the Australian and New Zealand Assn. for the Advancement of Science will be held here Aug. 20-24.

The exhibition will feature the latest computing machines and gas analysis and electronic equipment, the U.S. Consulate General reports.

More than 500 scientific lectures and a "Tools of Science" exhibit will be held in connection with the congress.

This exhibition, according to the Consulate General, provides an extremely valuable opportunity for U.S. scientific instrument manufacturers to reach a wide cross section of the Australian scientific community.

U.S. manufacturers with agents in Australia have been urged to make sure they are represented.

Write to Dr. E. P. Sullivan, Australian and New Zealand Assn. for the Advancement of Science, University of Sydney, Sydney, N.S.W., for further information.

Ghent Fair to Feature European Home

GHENT—The 17th International Trade Fair of Ghent will be held here Sept. 8-23, according to the U.S. Consulate General in Antwerp.

The theme this year is again the "European Home," with a country home (maison rurale) to be featured.

Household furniture, office furniture and equipment, foodstuffs, and wines and spirits will take up a large portion of the display area.

Possibilities for U.S. participation, the Consulate General reports, would be kitchen and other electrical household appliances, foodstuffs, and "do-it-yourself" tools and equipment.

The fair will again be located at the "Palais des Floralies" at the Ghent Park.

Additional information is available on loan from the Fairs and Exhibitions Section, Office of International Trade Fairs, U.S. Department of Commerce, Washington 25, D.C.

Operating Subsidy Contract Signed To Assure U.S. Flag Liner Service

A long-range operating-differential subsidy contract that will assure U.S. flag liner service on 3 important trade routes was signed recently by the Maritime Subsidy Board, on behalf of the U.S. Department of Commerce, and the Isbrandtsen Steamship Co., Inc.

It calls for construction of new ships estimated to cost $120 million for the American Merchant Marine over the next decade.

The contract also calls for:

- Maintenance of a minimum of 24 and a maximum of 28 sailings annually by 10 cargo ships on the Round-the-World (eastbound) service.
- A minimum of 6 and a maximum of 9 sailings annually with 2 ships on Trade Route 32 (Great Lakes-Western Europe).
- A minimum of 6 and a maximum of 10 sailings annually with the same 2 ships on Trade Route 5-7-8-9 (U.S. North Atlantic-U.K.-Continent) during the winter when the Great Lakes are closed to navigation.

Under the new contract, Isbrandtsen Steamship Co. will undertake a 12-ship replacement program, estimated to cost about $120 million.

Contracts for construction of the first 2 ships are to be awarded by Dec. 1, 1964.

Contracts for 5 additional ships are to be awarded no later than Oct. 1, 1967, and for the remaining 5 ships by Oct. 1, 1969.

The new long-range contract is now in effect, with subsidy accruing from the date of entry of the vessels into subsidized service and sailings for 1962 prorated on the basis of the yearly service to be maintained.

Panama to Buy Equipment For Highways

The Republic of Panama, with assistance from the Export-Import Bank, plans to purchase highway construction and maintenance equipment, and transportation equipment for its Department of Agriculture.

The loan agreement between Eximbank and Panama is for $1.5 million.

An Alliance for Progress transaction, the loan will furnish U.S.-built equipment for maintenance and upkeep of the nation's highways.

These include sections of the Inter-American Highway in Panama and also the country's system of feeder roads or "farm-to-market" access routes.

The equipment, which includes graders, trucks, tractors and compressors, will help Panama to service its 3,200 kilometers of highways.

Ethiopia To Improve Telecommunications

The Government of Ethiopia plans to improve and extend the country's telephone and telegraph network.

A World Bank loan of $2.9 million will aid the Imperial Board of Telecommunications of Ethiopia in carrying out the project.

The Bank loan was made for a 3-year program directed chiefly at the extension of internal communications.

Over 50 new exchanges will be installed and lines built to bring telephone service for the first time to provincial towns with a total population of over 150,000.

About 1,000 new lines will be added to the 8,000-line automatic telephone exchange in Addis Ababa, the capital.

A new 3,000-line automatic exchange will be installed in Asmara, and new automatic exchanges will be provided in the 2 next largest towns—Dire Dawa and Dessie.

The number of telephones throughout the country will be increased by 5,500.

Additions will also be made to the radio-telephone and telegraph equipment that connects Addis Ababa with cities in Africa, Europe, Asia and the Western Hemisphere.

Total cost of the program is an estimated $6.2 million.

The Bank loan will cover the foreign exchange requirements while the local currency costs will be financed by the Telecommunications Board from its own resources.

The imported equipment will be purchased, wherever practicable, on the basis of international competitive bidding.

The Board will retain engineering consultants and other experts for execution of the program.

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India Starts Construction Of Large Power Project

CALCUTTA—Construction of the 300-megawatt thermal power generating project at Bandel, 35 miles north of here, was inaugurated recently.

The Bandel project, the biggest to be established in India, is a public sector enterprise of the State Government, according to the U.S. Consulate General here. Entire cost of the project will be about $54.2 million, including $30 million in foreign exchange for U.S. machinery and equipment; it will be financed entirely by the U.S. Government.

Rupee cost of the project will be met from PL480 funds and the dollar cost from a U.S. AID loan.

The project, part of the State's third 5-year plan, includes the installation of four 75,000-kilowatt generating systems successively by 1964.

Serious Power Shortage

Intended to supply electric power to industrial loads, rail traction and to pumped irrigation projects, it is aimed primarily at reducing the already serious power shortage around Calcutta.

Power from the project is to be distributed over existing transmission lines and will provide bulk supply to the privately owned systems in and around Calcutta.

The entire range of electrical and mechanical plant machinery to be obtained from the U.S. will be fabricated and supplied by the Westinghouse Electric International Co. and the Babcock and Wilcox Co.

Westinghouse is responsible for erecting the plant and putting it into operation, while the Kuljian Corp. has been engaged as consultants to the West Bengal State Electricity Board, which will eventually own and operate the plant.

Bandel is the 3rd of the power supply installations in the Calcutta and Damodar Valley regions, and 10th of all the power projects in India to be financed by the U.S. Government.

The two other projects in this area are Chandrapura (250,000 kilowatts) and expansion of the Durgapur plant (120,000 kilowatts) now under erection.

Together, all 10 U.S.-aided power projects will generate 1,600 megawatts, nearly equaling the total generating capacity which India had in 1951.

However, even with the completion of the Bandel, Chandrapura and Durgapur plants in 1964, the power deficit in the state probably will not be fully met, although the supply position may improve appreciably.

Economy Surges On

South African Traders Hit Restricted Import Listing

South Africa's Assn. of Chambers of Commerce recently charged that the Republic's "restricted list" of import commodities is being used to create uncompetitive import replacement industries, and called for a return to more limited import controls.

In a special report the association concluded that the "restricted list", which allows importation of selected commodities only under a complex import permit conversion system, is an unviable protective measure and should be abolished, the U.S. Consulate General in Johannesburg reports.

The list was established a year ago to conserve foreign exchange on luxury imports and goods which are produced locally in adequate quantity and quality to meet domestic needs.

Claims Loss Exceeds Saving

The association alleged that actual savings on the conversion of permits in 1961 amounted to only about 1% of total imports, which were valued at $1,408.4 million in 1961.

Moreover, according to the association, the foreign exchange consumed by potentially uncompetitive import replacement industries probably surpassed this savings.

Warning that overprotection and economic nationalism hinder the efficient allotment of resources to competitive industries, the association called on the government to return to the limited import control which existed prior to May 1961.

Such controls, coupled with suitable tariff policies recommended by the Board of Trade and Industry (Viljoen Commission of Inquiry), are proposed as an efficient use of foreign exchange.

One copy of the association's special report is available on a loan basis from the Africa Division, Bureau of International Programs, U.S. Department of Commerce, Washington 25, D.C.

Boom Keeps Rolling

Despite this protest, South Africa's economy continued its healthy expansion during the first quarter of 1962.

Reserves rose and exports remained high, while imports remained low.

Industrial activity has also shown marked improvement in some areas, due largely to increased government expenditure, according to the U.S. Embassy in Pretoria.

South Africa's gold and foreign exchange reserves rose steadily throughout the quarter, despite repayment of $35 million (R25 million) to the International Monetary Fund (IMF), and reached an 11-year high of $473.2 million (R338 million).

Lower imports, higher exports, and record gold production created a "visible" surplus on current account of $177.8 million (R127 million).

Preliminary figures show imports 12% below the corresponding period of last year, but 5% over fourth quarter 1961.

Supplementary import quotas announced for 1962 bring import allocations for some commodities up to the level permitted last year.

Merchandise exports fell 16% below the previous quarter, and 3% below the first period of 1961.

Although corn and wool shipments were higher, lower receipts from most other merchandise items resulted in the overall export decrease.

Gold production valued at $210.3 million (R150.2 million) set new records and was a vital factor in the favorable balance of payments position.

In addition to the record gold production, contracts to deliver 4 million tons of iron ore and 5 million tons of pig iron to Japan were signed during the quarter.

Plans to expand ferrochrome and manganese production were also announced, as producers continued the trend toward increased processing of raw materials before exporting.

Diamond exports, down $7.1 million (R5.1 million) from last year, amounted to $23.4 million (R16.7 million).

Business activity was uneven for most wholesale and retail traders, although wholesale conditions were somewhat better than 1961.

Industrial activity remained sporadic. Some engineering firms reported increased orders from the military and from the South Africa Iron and Steel Corp.'s expansion program.

Further defense and semi-public corporation spending is anticipated in 1962.

However, consumer durable sales and new construction remained low, despite increased financial liquidity.

Lower Interest Rates

Increasing saturation of the money market with short-term funds pushed interest rates down and prompted speculation of a further central bank rate cut below the 4½% set last December.

Long-term money was also abundant, indicating a persisting cautious attitude toward private economic activity and capital investment.

The 1962-63 Budget, a "National Security" budget, provides for more than a 50% boost in military spending, up to a total of $168 million (R120 million).

Other noteworthy appropriations include $35 million (R25 million) for Bantu (native) development, and $2.8 million (R2 million) to start the Orange River Development Project.

With total spending at $1,556.1 million (R1,111.5 million), additional revenue will be raised by higher income and excise taxes and new foreign and domestic loans.

Unwanted Farm Surpluses

Drought conditions and outbreaks of hoof-and-mouth disease during recent months failed to slow the increase in agricultural production, which is creating troublesome surpluses of corn, dairy products and sugar. Another record corn crop is expected this year.

Butter and cheese prices were reduced in a move to boost domestic consumption.

Sugar milling quota restrictions will be higher for the 1962-63 crop, permitting lower percentages to be milled.

A large citrus crop is expected, but most deciduous fruit crops promise to be lower than last year.

U.S. Holding Own In East African Market

Although Kenya's 1961 imports dropped approximately 3% from the 1960 level, U.S. exports to that country nudged ahead more than 1%, according to the U.S. Embassy in Nairobi.

East African figures show a balanced trade picture, with imports from the U.S. into Kenya last year totaling $14,264,858 (£5,040,586), while exports to the U.S. amounted to $14,202,267 (£5,018,469), just under 14% of the country's total exports.

Exports were primarily of agricultural commodities including coffee, tea, sisal and pyrethrum.

U.S. participation in the Kenya market is actually larger than the figures indicate, because much of the agricultural and construction machinery which is imported into Kenya from third countries often comes from American-owned plants in those countries.

Peruvian Climb Continues, Election Brings Caution

The 2-year upward swing of the Peruvian economy has continued well into 1962. Foreign trade continued to climb, exchange reserves are high, the sol remains strong, financial stability continues and the gross national product is increasing.

The presidential election campaign had a perceptible effect upon the economy, however, and public and private investors were postponing their activities until after the June 10 election, according to the U.S. Embassy in Lima.

While a number of major projects are in progress, development programs should speed up in the second half of the year.

Foreign trade data for January show a balanced trade of $44.7 million for imports and $44.4 million for exports, both well above Peru's trade in the same month of 1960 and 1961.

Record Foreign Trade

Peru's foreign trade for 1961 was at an all-time high, and yielded a favorable trade balance of $27 million. Imports rose 25% above 1960 to $469.4 million, and 17% above 1957, the previous record year.

Exports of $496.4 million also represented an all-time peak, 15% better than 1960's previous record.

Major import increases resulted from higher receipts of capital and durable goods such as machinery, electrical equipment and apparatus, motor vehicles, and iron and steel.

Larger shipments of sugar, fishmeal, copper, cotton, coffee, iron, silver, and zinc accounted for most of the higher export value, together with fish oil, which appeared among Peru's 10 leading export items for the first time.

The U.S. provided 44.1% of Peru's imports and bought 35.7% of her exports, retaining its usual share of the Peruvian market.

Sales of most imported merchandise, except canned foods, were reported up 12% over the final months of 1961.

Like Economy Cars

Car imports are rising, with a larger percentage of non-U.S. vehicles (60%) entering the market.

A record 8,763 passenger cars were imported into Peru in 1961, with 63% of them in the economy class and 31% in the medium-price range.

Leading the list was the German Volkswagen (1,511 units), followed by Chevrolet (844), and Ford (790).

The seasonal first quarter decline in foreign assets holdings of the Central Reserve Bank was less than anticipated. Heavy credit demands were partially met by relaxing reserve requirements of commercial banks.

In spite of Peru's strong international payments position, monetary authorities are adopting cautious financial policies, including a 1-year renewal of the $30 million International Monetary Fund (IMF) stand-by contingency credit.

Budget Surplus

The Government reportedly closed the 1961 fiscal year with a small surplus of about $3.75 million (100 million soles).

Fiscal performance remained satisfactory during the first quarter of 1962, with revenue collections meeting budgetary estimates.

The Central Reserve Bank sold foreign exchange intermittently to cover normal seasonal shortages.

A new basic law of the Central Reserve Bank, effective February 1, includes $18.4 million in gold formerly listed separately as "untouchable" in Peru's gold and foreign reserves. Therefore the Bank's net foreign assets on March 31 stood at $89 million.

The sole rate remained steady at about 26.80 soles to the dollar.

Money in circulation declined by 1% during the first 3 months of 1962, while commercial bank deposits and loans increased 3 and 8%, respectively.

In February, the Central Bank took measures to reduce the cost of money.

A 13% ceiling for interest and commissions on commercial bank loans replaced a 14% ceiling on interest established in 1918 which had become considerably higher through commissions and hidden charges.

At the same time, it reduced interest rates on sight and time deposits and savings accounts.

Good Crops Expected

Branches of the Banco de la Nacion Argentina and the Banco do Brasil, S.A. have been authorized in Lima, which should contribute to the development of inter-American trade under the Latin American Free Trade Association. (LAFTA).

A new regional bank with headquarters in Ica, Banco Regional del Sur Medio, began operations in Mid-March.

Peru's agricultural outlook is favorable, with most crops expected to equal or surpass those of previous years.

More than 100,000 hectares of coffee will be in production and should produce a crop forecast now at 48,840 metric tons, approximately 20% above production in the current marketing year.

The Consorcio Pesquero del Peru, S.A. (Fisheries Consortium of Peru) completed its first year of operation in February.

This cooperative marketing organization, with 92 member companies representing 93% of Peru's fishmeal production, is a primary factor in the stability of the Peruvian fishmeal industry.

World Fishmeal Leader

Peru has a quota of 60% of the world market, granted by the International Association of Fish Meal Producers.

At the beginning of 1961, total world demand was estimated at 1 million tons, and Peru's quota was set at 600,000 tons.

However, the total world demand was closer to 1,250,000 tons and each country's quota was raised accordingly.

Some countries could not fill their new quotas, so the unfilled allotments were divided between South Africa and Peru.

Peru's 1961 quota eventually rose to 750,000 tons, but she exported only 708,366 tons, valued at $49.6 million (1,328.6 million soles).

If world demand for 1962 approaches the expected 1,350,000 tons, Peru's quota would exceed 800,000 tons.

The Consortium began refusing new orders in February, since those on hand would take all available supplies.

More recently the Consortium estimates Peru's fishmeal production for 1962 at 1 million tons, with 750,000 tons for export.

The staggering 192.2% increase in 1961 fish oil exports (102,306 tons) compared with 1960 (35,003 tons) introduced an important new source of exchange earnings.

Possible European Link

Peruvian fish oil refiners attended an international meeting of producers in Europe at the end of May, perhaps looking to the establishment of some sort of international organization similar to that in the fishmeal industry.

There is some concern that the present rate of fishing will depopulate coastal waters within a few years, unless some form of conservation is instituted.

Foundations are being poured for a second unit at the Marcona Iron Ore plant, which will include grinding, magnetic separation, and pelletizing processes.

The Export-Import Bank has loaned $6 million for this expansion work, bringing the Bank's total investment in the Marcona mines to $19 million.

Present plans call for an export capacity of 8 million tons of iron ore and pellets by 1966. Japanese industry will

take a substantial part of this production.

A new company, owned jointly by the Cerro de Pasco Corporation (60%) and Peruvian interests, began operating a flotation mill for concentrating ores containing silver, copper, lead and zinc. The new plant can treat 200 tons of ore per day.

Peru will construct a pilot plant to test a process for upgrading phosphate rock from the extensive deposits in the northern coastal Sechura Desert.

If the explorations are successful, the phosphate deposits in this area may develop into one of the world's significant phosphate sources.

World overproduction has put Peruvian lead and zinc producers in a very difficult situation.

To help small producers, the government has suspended the collection of loans and interest for 1 year.

Oil and Gas Development

Refined petroleum production at the Conchan-California Refinery did not begin in February as scheduled.

Failure to agree on the price of Northern Peruvian crude oil caused the delay in bringing the refinery into full operation.

Mobiloil of Peru's discovery of a large natural gas deposit in the jungle area of eastern Peru has created widespread interest.

Studies are underway to determine whether the consumption potential warrants the expense of a trans-Andean pipeline to move the gas to areas where it could be used.

Rate increases of from 50-70% for telephone service in the Lima-Callao metropolitan area have gone into effect. The increase was accompanied by the telephone company's announcement of a 6-year, $47.5 million program to install 75,000 new lines and improve the quality of telephone service.

Buying New Cargo Ships

Calls were issued for international bidding for 14 modern cargo ships to augment the Corporacion Peruana de Vapores' government-owned steamship fleet.

Government efforts to improve facilities, labor practices, and turn-around time at the Port of Callao included postponement of the 15% surcharge on ocean freight from Atlantic and Gulf ports to July 15.

Efforts are being made to have the proposed charge suspended indefinitely.

The Peruvian Transport Commission is studying an extension of the government-owned Lima-Huacho railway northward to Chimbote, as well as extending the Cuzco-Santa Ana railway beyond Quillabamba, the terminus of the 42-kilometer extension presently being built by Japanese interests.

The Central Office of Studies and Programs, created last August for the purpose of charting Peru's economic and social development programs under the Alliance for Progress, has been working with representatives of the World Bank to perfect its organization and present the incoming administration with an effective planning instrument.

Alliance Helps Housing

An initial installment of Alliance for Progress funds was granted to the National Housing Institute, an autonomous agency of the Peruvian Government, for low-cost housing construction in 11 cities and towns.

American and European firms have shown considerable interest in Peru's housing program.

Since Peru's minimum housing requirements are estimated at more than 2.5 million units by 1971, the investment opportunities in this field appear to be good.

Many Countries

Preliminary agreements were signed with British interests for participation in the multi-million dollar Mantaro hydroelectric project, and with the Italian company which will advise the Government of Peru on the preparation of final construction contracts. Financing by German interests is also under discussion.

The Peruvian Government and representatives of Japanese industrial companies which have their government's support signed a contract covering the first stage of an 11-year program of electrification and irrigation in the Department of Tacna.

The contract is reported to cover $40 million in construction work.

The willingness of European firms to work in consortiums has permitted them to undertake large scale projects in Peru which frequently would overextend the resources of any single firm.

American companies are generally unwilling to use this approach in their foreign construction programs, and relatively few projects requiring large concentrations of investment and resources are going to them at the present time.

Ecuador Now Stabilizing After Inflationary Setback

Ecuador is recovering from a damaging 9-month inflationary period in 1960-61 which ended a decade of economic and financial stability. The government abruptly clamped on a stabilization program, and these drastic controls have created a cautious attitude among the nation's business and industrial leaders.

Industrial activity was generally sluggish in early 1962, but plans were completed for several substantial industrial projects.

A $400,000 expansion in plant and equipment by 2 merged banana dehydrating plants will increase banana puree exports.

A new $250,000 pyrethrum processing plant got underway and a cement plant with a capacity of 1,000 tons a day was nearing completion.

Banking sources now estimate the 1961 fall in Ecuador's exports at as little as 5% rather than the 15% predicted earlier.

Ecuador's imports for first quarter 1962 totalled $21 million, compared with $24.1 million for the same period of 1961.

Exports totalled $26.4 million, compared with $29.2 million the year before.

Favorable Trade Balance

The concurrent decline in exports and imports resulted in approximately the same favorable trade balance for the first quarters of 1961 and 1962.

Banana exports have increased in quantity but decreased in value, totalling only $17.5 million in 1962 against $18.6 million in 1961, when banana prices were higher.

Cocoa and coffee exports for the quarter have fallen in quantity and value. Cocoa exports were down 33% to $3.4 million, and coffee exports dropped more than 50% to $1.3 million from the previous year.

Bananas, cocoa, and coffee accounted for $22.2 million or about 84% of total exports.

Sparse March rains caused farmers in the coastal areas to temper their optimism for larger crops in 1962.

U.S. Sales Dominate Market

Central Bank statistics indicate that the U.S. accounted for approximately 48% of Ecuador's $100,784,444 million in imports during 1961.

Progress continued on revision of the Ecuadorean tariff structure, and all indications point to an early approval and implementation of the new schedules.

The tariff revision is directed primarily toward stimulating the economic development of the country, and the schedule reportedly will reduce import duties on industrial and raw materials.

Business and trade circles in Ecuador

took increased interest in the possible effects of the Latin American Free Trade Association (LAFTA) on the country's industry and commerce.

Numerous private and governmental committees are working on various aspects of LAFTA, in preparation for negotiations concerning Ecuador's position in the Latin American Common Market at the August session of LAFTA in Mexico.

Currency Firming Up

The currency strengthened from 23.15 sucres per U.S. dollar on the free market in late March to 22.60 by mid-April, and the tendency for firmness has continued.

The Central Bank continued buying dollars earned through exports at 17.82 per U.S. dollar, and selling to importers for approved remittances at 18.18 sucres to the dollar.

Ecuador's international reserve position has improved noticeably.

Recorded reserves in January stood at approximately $19 million, and by the middle of April had increased to $21.5 million.

Despite an unimpressive start Ecuador's total exports for 1962 should surpass 1961, so her chances of further rebuilding reserves are good.

Ecuador's 1961 budget period was finally liquidated on March 31, 1962. Despite reduced expenditures and full utilization of the $8 million budget support loan from the International Monetary Fund (IMF), the period closed with a sizeable deficit.

Although the 1962 budget is balanced on paper, most forecasts anticipate another deficit owing to overestimated revenues.

Ecuador will again need budget support in 1962.

Tax Reform Advances

Tax reform legislation has made some progress, with the draft law now before the National Economic Council for consideration.

Prospects for additional external financial assistance in 1962 are good. During the first quarter, Ecuador received a U.S. loan of $5 million for industrial development.

The Inter-American Development Bank (IDB) is studying a $10.6 million loan for low cost housing.

The International Bank for Reconstruction and Development (IBRD) announced during the quarter that a comprehensive study was being planned in the fields of transportation and electric power.

The official cost of living statistics for Quito show a small increase in the food and clothing categories, but a recent Presidential decree lowering all rents by 15% has driven housing costs down.

Deficit, New Guinea Crisis Cloud Indonesian Growth

Economic conditions in Indonesia fail to show any substantial recovery from the serious deterioration of 1961.

The Government continues to be preoccupied with political issues and is assigning top priority to financing preparations for the West New Guinea "struggle," according to the U.S. Embassy in Djakarta.

Despite its stated awareness of the dangers of deficit spending, the Government's recently announced 1962 budget provides for the highest expenditures and the largest deficit in Indonesia's history.

The deficit, forecast at $822 million (37 billion rupiahs), may actually be higher, since the proposed budget does not include all special military expenditures.

The most serious immediate problem is the shortage of foreign exchange reserves, which were almost exhausted by a liberal import policy for the first half of 1961 and declining exports throughout the year. Although holdings were built up slightly during the first quarter, there is little prospect for a substantial improvement during 1962.

The government is holding imports close to current earnings from exports and has delayed processing requests to import even the most essential items.

The foreign exchange shortage has forced a reassessment of the 8-year development plan and postponement of projects to be financed with new foreign credits.

Continues to Borrow

Despite foreign exchange shortages and heavy debt servicing requirements, however, the government does not appear reluctant to draw on unused credit (primarily from Sino-Soviet Bloc countries) and contract additional foreign debt for military expenditures.

Rice and other basic commodities remain in short supply; inflation continues, propelled by the reduced supply of goods and an increasing volume of money in circulation.

In the first 3 months of 1962 the combined retail price index (comprised of rice, other foods, fuels and textiles) increased by about 50%.

Negotiations continued over the terms under which foreign firms will contract with the government to develop Indonesian oil resources.

Differences among the firms themselves in their requested areas of operation were an impediment to agreement.

Government indecision regarding offers made by the foreign firms, and its preoccupation with the West New Guinea dispute also contributed to the delay.

Rubber Outlook Better

In the rubber industry, some progress is being made in negotiations between the government and foreign companies under the Agrarian Law of 1960.

A British estate firm, Harrisons and Crosfield, reached agreement concerning its operation in North Sumatra by returning ⅓ of its concession area to the government.

Indonesia is speeding agreements with other foreign rubber planters in North Sumatra, including U.S. Rubber and Goodyear.

It reportedly has agreed in principle to compensate the firms for rubber holdings reverting to its control, including newly-planted or under-age trees.

Small gains in foreign exchange reserves during the first quarter of 1962 indicate a reversal of the unfavorable trade trends in 1961.

Preliminary trade figures (including petroleum) indicate a deficit of $10 million in 1961, with exports totalling $784 million and imports $794 million.

Petroleum exports rose in 1961, but of the major agricultural products only copra and palm oil showed a rise in export value.

Imports remained high for the year, since June's drastic reductions in foreign exchange allocations were not yet fully reflected in the customs statistics.

Exports are believed to have slowed further as traders hold on to commodity stocks as a hedge against mounting inflation.

However, imports also probably dropped sharply as the government's drastic foreign exchange conservation program continued in effect.

Foreign Exchange Rationed

Allocations of foreign exchange for the spending agencies were delayed until March and expenditures for most industrial raw materials will be cut back about 80%.

For U.S. suppliers, the cut will chiefly affect exporters of capital goods and motor trucks. Government programs for purchases of U.S. manufactured aircraft have been completed. Similar purchases in 1960 and 1961 amounted to $45 million.

In February the Government sought to revitalize its export drive by permitting

exporters to retain 15% of the foreign exchange earned from exports.

Against each export contract the Foreign Exchange Fund issues a SIVA ("Surat Izin Valuta Asing") equal to 15% of the value of the contract.

SIVA's have a currency of 6 months and are freely transferable only once to a licensed importer.

Producers who are also exporters will no longer receive a foreign exchange allocation and will be encouraged to use their SIVA's to procure capital equipment and supplies.

SIVA's will be issued against all exports except petroleum. They may be used to import commodities on Lists A and B, the so-called "essential" groups, and a list of other commodities on List C, some of which are in the semi-luxury class.

Importation of passenger automobiles will be permitted, but for government use only.

SIVA's will be allowed to seek their own level in the free market.

The new regulation should open up additional opportunities for U.S. businessmen through the importation of List C items.

Except for a few home industries, factory operations depend at least in part on imported raw materials.

Further Output Decline

Since factory operation in 1961 averaged only about 60% of capacity, the sharp further curtailment of foreign exchange allocations now in prospect may force the closing of many plants.

Textile mills will probably be least affected since Indonesia receives raw cotton from the U.S. under the P. L. 480 program. Imported yarn, however, will be in short supply.

The margarine, cooking oil, and soap industries are operating at a fraction of capacity because of a copra shortage.

Shipping normally used to transport Sulawesi copra is reportedly on a standby basis for possible West New Guinea operations.

Also, the sugar shortage has led to the "bleeding" of coconut trees. This involves clipping the nuts at their earliest stage of development and extracting the sap for household preparation as a sugar substitute.

Foreign Partners

The government continued to sign contracts implementing earlier agreements for production sharing enterprises and foreign technical and financial assistance.

In February Indonesia signed 3 accords with a Japanese mining group, the Sulawesi Nickel Development Corporation (Sunideco), implementing the general Japanese-Indonesian agreement of 1961 for extraction of Indonesian nickel ore.

All ore produced in the Pomalaa area of southeastern Sulawesi will be sold exclusively to Sunideco until a credit of $1,350,000 is repaid.

Sudan Modernization Hurts Trade Balance

New industrial development and construction together with static exports were primarily responsible for the Sudan's $49.9 million trade deficit in 1961, according to the American Embassy in Khartoum.

Imports of machinery alone rose by $20.1 million, almost doubling 1960 levels when her overall trade was in general balance. The value of vehicle and transport equipment imports jumped 25% to a new record of $31.3 million.

Conversely, 1961's export earnings totaled $178.5, approximately the same as in 1960. Cotton lint earnings accounted for half of total earnings.

The initial target rate of production is 10,000 tons per month.

In April a production-sharing arrangement with a European firm in the palm oil industry was reported.

Japanese and Canadian firms already have production-sharing arrangements in the petroleum industry and an American West Coast company has a similar arrangement in commercial fishing.

Work has started on housing construction and preparation of the site for a 25,000-ton capacity tin smelter being built by a West German consortium at Bangka Island.

Expert survey teams from the U.S. will soon begin searching for tin resources and studying the Bukit Asam coal mine.

Tin production and distribution of coal remain disappointing, and Indonesia is concerned at the prospect of release of tin from U.S. stockpiles.

Satisfactory progress is being made on 2 major U.S.-financed projects, a 50,000 KW power plant in Surabaja being built by Westinghouse International, and a 100,000-ton per year urea plant in Palembang being built by Morrison-Knudsen International.

International General Electric has contracted to build a 37,500 KW steam power plant in Semarang, for which U.S. financing will also be obtained.

Czechoslovakia signed production sharing agreement for the development of coal and various minerals (including lead, zinc, copper and nickel) in Sulawesi, Java, Sumatra, Timor and Halmahera.

Indonesia has also contracted to acquire an oil refinery, drilling equipment and other types of industrial equipment from Rumania under the $50 million credit extended in 1961.

The U.S.S.R. agreed to 5 contracts utilizing previously extended credits during the first quarter of 1962.

Indonesia will purchase a $14.5 million steel rolling plant to be built in West Java, a $6.75 million superphosphate plant to be built at Tjilatjap in central Java, and arranged for basic surveys for the Asahan multi-purpose hydroelectric and the Kalimantan steel projects.

The latter will be a first-stage geological survey of 47,000 square kilometers in east and south Kalimantan. It will last 15 months and will determine whether the steel project can be undertaken with Kalimantan coking coal and iron ore reserves.

Indonesia also contracted to buy a 2,000 thermal KW nuclear research reactor for the Djakarta area, at a cost of $1.1 million.

While the government continues to draw on previously negotiated credits it has instructed the Bank of Indonesia, which passes on all foreign credit proposals, to strictly limit new foreign investment.

Production Sharing Preferred

In principle, the only eligible projects will be those which rehabilitate or strengthen existing industrial facilities and export industries.

Foreign equity investment is unwanted, although investment on a production-sharing basis is receiving increasingly favorable consideration.

During a recent 3-month period, about 5,000 tourists visited Indonesia, 5 times the number in the same period last year.

Besides the favorable exchange rate, 90 rupiah to the U.S. dollar, recently added incentives for tourists include permission to reexchange up to $50 worth of rupiahs for their own currencies on departure, and to mail souvenirs through the government-owned travel agency, Nitour, Inc.

However, the government now requires all holders of short-term visitor visas, tourist visas and transit visas to exchange at least the equivalent of $10 per day during their stay in Indonesia.

This regulation does not apply to persons holding special landing permits or shore passes, nor to visitors coming under the "prepaid package tours" arranged through Nitour.

A Japanese reparations-backed credit is being extended to help Indonesia build hotels, which will probably be located in Bali, Djogjakarta and Pelabuhan Ratu (a South Java beach town).

The Hotel Indonesia in Djakarta, also built with Japanese reparations, is nearing completion and a group of Indonesian businessmen are planning to build a similar 200-room hotel with government assistance.

The Asian Games, scheduled for August 24 to September 4, are expected to attract 4,000 to 10,000 foreign visitors and up to 100,000 Indonesians from outside Djakarta. Since the capacity of first and second class hotels is only 2,560 beds, private housing will have to be used.

Brazil's Sales Surge Slows, Industries Still Expanding

Brazilian consumers' spring buying spree seems to be leveling off, but industrial construction and expansion continue brisk, and foreign agreements promise to strengthen international trade.

Business conditions in Brazil have been generally satisfactory although the pronounced seasonal upswing appears to be slowing down.

Sales in Rio de Janeiro and Sao Paulo were up only 3% during April, compared with 7% in March.

April industrial production also increased by about 3%.

The 1962 increase in the cost of living through April was about the same as last year, 10.1% compared with 9.7%.

Plants Expand

Several firms have recently completed expansion projects. Union Carbide do Brasil, S.A. finished the second stage of its polyethylene plastics facilities near Santos.

The plant's capacity was increased from 4,700 to 11,000 tons per year.

A further two-phase expansion is planned to raise the capacity to approximately 18,500 tons by the end of 1964.

The plant uses refinery gases, produced by the nearby PETROBRAS (Brazilian government petroleum monopoly) refinery at Cubatao, and sugar alcohol as raw material.

Philips do Brasil, S.A., inaugurated its new industrial complex at Guarulhos, near Sao Paulo.

The new plant contains a metallurgical unit, a unit manufacturing component parts, and an assembly shop for electronic and electrical equipment.

This plant, which will produce radio receivers, television sets, tape recorders, and record players and changers, is reported to be the largest of its kind in Latin America.

Valmet do Brasil, S.A., in which Valmet Oy of Finland holds controlling interest, formally inaugurated its already-operating tractor-making plant at Mogi das Cruzes, near Sao Paulo.

The plant's annual capacity is 4,000 wheel tractors. Except for the most intricate parts, 98% of the tractor is composed of Brazilian manufactured parts.

Exchange With Argentina

On April 3, the National Petroleum Council approved a 5-year contract for PETROBRAS to import 100,000 tons of Argentine liquified petroleum gas annually.

Brazil agreed to export $34 million worth of manufactured goods to Argentina, including passenger cars and buses, with shipments to be made over a period of one year.

The Soviet Minister of Foreign Trade visited Brazil to inaugurate the Soviet Exposition of Industry and Commerce.

While in Rio he and the Foreign Minister of Brazil discussed a trade agreement to become effective in 1963.

A protocol was signed which will cover trade between the 2 countries, projected at a total of $80-$100 million in both directions, for the balance of 1962.

Brazil will export coffee, cocoa beans, rice, cotton, sisal, ramie, hides, skins, vegetable oils, tobacco, wool, meat, carnauba wax, hard woods, oil essences, oranges, peanuts, and manufactured goods.

The USSR will furnish Brazil with oil drilling, mining, foundry, road construction and agricultural equipment, diesel motors, electric escalators, bearings, textile machinery and looms, mills and silos, optical and musical instruments, crude oil and derivatives, aluminum and zinc ingots, non-ferrous metals, paper pulp, asbestos, newsprint, fertilizers, chemical and pharmaceutical products, photography apparatus and handicraft.

Bids on Power Project

Bids for the supply and financing of generating equipment for the 1.3 million KW Urubupunga hydroelectric power project on the Parana River are being studied by Centrais Eletricas de Urubupunga (CELUSA) of Sao Paulo, which will build and operate this project.

The 12 bids were submitted in March by U.S., European, Japanese and Brazilian firms.

In April, 6 Brazilian firms submitted bids for the first phase of construction work on the power plant.

A Yugoslav laboratory was awarded the contract for the supply of 3 million doses of Sabin vaccine for use in the Sao Paulo State government's campaign against poliomyelitis.

The Yugoslavs won out over British and Belgian laboratories with a lower bid and promise of speedy delivery. A representative of Sao Paulo's Butantan Institute traveled to Europe to visit the installations of the 3 bidders, and designated the vaccine as good quality.

The state governments of Goias and Minas Gerais will probably also acquire this Yugoslav vaccine for their anti-polio campaigns.

A delegation of 7 Mexican businessmen representing the Mexican electrical equipment industry recently visited Sao Paulo.

They visited major industrial plants in the Sao Paulo area, with a view to developing trade in electrical products between Brazil and Mexico within Latin America's Free Trade Association. (LAFTA).

Belgians Like U.S. Products, Credit Buying

American products and sales techniques are going over big in Belgium, according to the U.S. Embassy in Brussels.

A l'Innovation, one of the top Belgian department store chains, recently launched an intensive 2-week campaign promoting American products.

All 14 of the A l'Innovation stores featured American merchandise and foods, and the 6 principal stores organized special displays.

The main store in Brussels devoted its window displays to American tourism, while 900 varieties of canned and packaged foods and 171 different frozen foods were attractively arrayed in the food department.

American foods were featured in l'Innovation restaurants. Demonstrations were given showing the preparation of such foods, and samples of orange juice, canned fruits, canned chicken and soups were distributed.

Special attractions included a "college corner" and documentary films.

Results indicate the promotion was quite successful, with cotton goods sales exceeding expectations, and strong demand for food products, 30% of which were consumed in the restaurants.

Credit Buying Boom

Installment sales in Belgium during 1961 also reached record levels with a total of $202 million (10.1 billion francs) in credits extended.

Although sales fell slightly in the second half, the total for the year was 500 million francs ($10 million) above that for 1960.

Of the aggregate, retailers financed approximately 33%, banks 31%, and finance companies 36%.

Household goods led the list of merchandise financed, totaling $68.3 million, followed by new automobiles at $55.3 million.

Other leaders were: new and second-hand trucks, professional equipment, second-hand automobiles, textiles, furs and clothes, agricultural equipment, motorcycles, scooters, motorbicycles, bicycles and services.

Indonesian 'SIVA' Permits Open Path for New Imports

DJAKARTA—Financing of a wide range of imports on an approved list will be facilitated by foreign trade regulations recently announced by Indonesian First Minister Djuanda, according to the U.S. Embassy.

New opportunities are seen for American exporters, especially in the fields of consumer goods and semi-luxury items.

The Foreign Exchange Fund will issue "SIVA's"—permits to use 15% of foreign currency earnings from all exports except petroleum, representing the f.o.b. value of the contract.

The SIVA's (abbreviation for "Surat Izin Valuta Asing"—Foreign Currency Permit) may be used to finance numerous imports on an approved list, and will be issued against proceeds from export contracts signed since Feb. 20, 1962.

Exporters can use SIVA permits for their own imports or they can sell them through foreign exchange banks in Indonesia to the highest bidder.

The effect of the SIVA system is that Indonesian importers can now bid against each other in their own currency for a limited amount of foreign exchange to finance their purchases of a broad range of goods.

The system enables producers and exporters of agricultural commodities and minerals to use a part of their earnings to purchase needed equipment and replacement parts without going through cumbersome bureaucratic procedures as in the past.

Although such commodities are of an essential character and included in Tariff Lists A and B, Djakarta businessmen foresee that many SIVA's will be sold for what the market will bear to importers of Tariff List C consumer goods and semi-luxury items guaranteeing a quick profit.

Foreign exchange for imports of commodities on Lists A and B is normally issued by the Government at the official rate of 45 rupiah to the U.S. dollar, or at the official rate plus a Kamponen Harga (or price component) charge of 25 or 60%—making effective rates of 45, 56.25 and 72 rupiah to the dollar, depending on the degree of essentiality assigned to each commodity; foreign exchange for commodities on List C, if permitted entry, is issued at the rate of 200 rupiah to the dollar.

Since June 1961 the Government has been unwilling to grant official foreign exchange to import commodities on List C because of dwindling foreign exchange reserves.

A conservative estimate of 1962 export earnings, excluding the petroleum industry, is $700-750 million, of which 15%, or $105-112 million, could be used to finance purchases of SIVA goods.

U.S. Exporters' Opportunity

This expenditure, even if made solely for consumer goods and semi-luxury items, would by no means satisfy the demands of this nation of 96 million people, but it does represent a significant opportunity for American exporters.

The American Embassy in Djakarta furnishes without charge its commercial newsletter, "Business Offers from the United States," to U.S. suppliers.

Exporters interested in this service should write directly to the American Embassy in Djakarta, enclosing a 1-page statement of the offer being made and indicating whether agency representation is desired.

Descriptive material, including price data if possible, is most useful.

The newsletter reaches leading business firms, government enterprises, and trade associations.

Listed below are a few commodities on List C which are of major interest to American suppliers and are eligible for import into Indonesia through the use of SIVA's.

A complete list of eligible commodities on List C and of commodities on Lists A and B (except for items listed as import monopolies of the Government of Indonesia) is available for distribution at Department of Commerce field offices and the Far Eastern Division, Bureau of International Programs, Department of Commerce, Washington 25, D.C.

Partial List of C ("non-essential") Commodities Eligible for Import with SIVA's

Cotton sewing thread; men's, women's and children's clothing, underwear and sportswear; plate glass, mirrors and glass products; iron sheets and bars; galvanized iron; iron wire (other than for nails); steel for construction work, copper wire, nails and screws; zinc and nickel-plated sheets and wire; hand tools for use in agriculture, carpentry and metalworking; miscellaneous measuring instruments; soldering and welding equipment; electric motors; carburetors, hydraulic systems, oil filters, gas tanks and generators for use in vehicles other than automobiles and motorcycles; small pumps; small steam boilers; electrical insulating material and switching gear; buses, trucks, delivery vans and pickups; chassis, axles, transmission and steering assemblies for use in all automotive vehicles; electrical equipment for use in automobiles; boats; marine engines; cellophane, bakelite, celluloid and other plastic products.

Chile Suspends Duties On Animal Grease

SANTIAGO—Import duties on inedible animal grease have been suspended, and the ad valorem surcharge has been reduced from 30% to 3% of the c.i.f. value until June 30, 1962 (Decree No. 2702), according to the U.S. Embassy.

Formerly, the custom duty on inedible animal grease (tariff item 1184) was 0.40 gold pesos (8.2¢) per gross kilogram—a GATT concession rate.

Guatemala Drops Curb On Japanese Imports

GUATEMALA CITY—Cancellation of the 100% surcharge (FCW, Sept. 7, 1959, p. 9, and May 23, 1960, p. 20) on certain Japanese imports reflects improvement in the Guatemalan trade balance with Japan, the U.S. Embassy reports.

The recent cancellation announcement from the President's office notes that all imports from Japan now pay normal import duties.

Japanese 1961 cotton purchases changed the situation which had led to the surcharges in July 1959 and April 1960.

The cotton purchases brought Japan's 1961 imports from Guatemala to a total of $8,459,000 while exports to Guatemala totaled $6,483,000.

Merchandise freed from the penalty duty includes:

Bleached, dyed or printed cotton textiles weighing 80-150 grams per square meter and containing up to 210 threads per square inch; pure rayon textiles (not elsewhere specified) weighing up to 199.99 grams per square meter; pure or mixed rayon underwear and sleeping wear; cotton or synthetic fiber socks, stockings and anklets (except ladies' stockings); slippers, clogs and other house footwear of all materials except leather and rubber; sport shoes made of textile materials; shoes not elsewhere specified made of textile materials; cotton or rayon umbrellas and parasols; articles (not elsewhere specified) made of plastic materials (includes bags, bottles, nipples, stoppers, netting, lattice, straws, tubes, films and the like); and elastic ribbon of cotton, nylon, artificial silk and other textile fibers (except for the footwear industry).

Taiwan Imposes Surtaxes To Meet Military Costs

A new series of national defense surtaxes, ranging from 20 to 50% on present taxes and public utility rates, is expected to raise about $62.5 million in emergency revenues to support the Government's intensified military preparedness program.

The surtaxes are effective for the year ending June 30, 1963.

As the surtaxes are temporary and fall mainly on consumption rather than on industrial activity, the Government is hopeful that prices will not rise significantly and that the fast pace of economic growth will continue.

The defense surtaxes are as follows (see the Commerce Department's WTIS publication, *Establishing a Business in Taiwan*, Part 1, No. 62-11, for existing taxes):

Individual income tax—30%, customs tax—20% (certain raw materials and capital goods, and cotton yarn, wool, rayon, electric bulbs, paper, and leather are exempted), commodity tax—30%, slaughter tax—30%, amusement tax—50%, feast tax—50%, land value tax—40%, household tax—30%, deeds tax—40%, salt tax—50%, electric lighting charges—30%, railway passenger fares—30%, telegraph and telephone charges—30%, and highway bus passenger fares—30%.

Netherlands Alters Dry Milk Program

THE HAGUE—Export subsidies on products using Dutch whole dry milk have replaced the earlier system of refunding import duties on whole dry milk for exported products, discontinued on April 1.

The new program is expected to virtually eliminate use of foreign whole dry milk in Dutch export products.

Subsidy payments are to be equivalent to those for exports of milk powder in bulk and will apply to milk powder produced before Sept. 2, 1962 and the products exported before Feb. 3, 1963.

The export subsidies on Dutch dry milk range from 25 guilders ($6.90) per 100 kilograms net weight for spray having 12 but less than 15% milkfat content to 55 guilders ($15.18) per 100 kilograms net weight for roller having a milkfat content of 72% or more.

These subsidies are available through Feb. 2, 1963 on dry milk produced before Sept. 2, 1962.

Netherlands export subsidies previously available for non-fat dry milk were discontinued on April 1.

Libyan Tariff Schedule Completely Revised

TRIPOLI—A complete revision of the Libyan customs tariff schedule has resulted in a number of tariff rate changes, including a drop from $19.60 to $5.60 per metric ton on wheat, the U.S. Embassy reports.

Agricultural chemicals, fertilizers and farm implements reportedly will continue to be free of duty.

The new tariff schedule—using Brussels Convention nomenclature—will be available from the Africa Division, Office of Regional Economics, Department of Commerce, Washington 25, D.C., after translation.

Petroleum Law Shifts Spur Libyan Grants

BENGHAZI—The Petroleum Commission can proceed with invitations to bid for relinquished petroleum concessions now that Parliament has approved two decrees amending Petroleum Law provisions on amortization allowances, fees and royalties, the U.S. Embassy reports.

Existing concession grants are not affected, but the new requirements will apply to new concession awards.

By continuing under the 1955 law, established companies can take advantage of a 25% depletion allowance and can deduct pre-production expenses in lieu of capitalization and amortization accounting, but they will not be eligible to compete for reassigned areas or new concessions.

Unofficial translations of the two decrees are available on a loan basis upon application to the Africa Division, Bureau of International Programs, Department of Commerce, Washington 25, D.C. The Department of Commerce will provide them as a courtesy only and does not in any way assume responsibility for the translations.

In Mexico

Air Cargo-Passenger Check Aimed at Animal Disease

Mexican Government concern lest foot and mouth disease be imported by air was the decisive factor behind the recent new regulations for international airlines inspection, published in *Diario Oficial*.

These regulations call for inspection of animals, vegetables and their parts and products.

Coverage includes passengers, crew and kitchen staff of international airlines, plus luggage and cargo if the point of origin is a country or geographical area designated by the International Epizootic Office as a possible source or carrier of the foot and mouth virus.

Inspection will be visual in nature and for this purpose, if a passenger is entering the country on a permanent basis, the object or objects suspected of carrying foot and mouth disease shall be confiscated.

Goods of transient passengers will be retained until the passenger's exit if the goods are not subject to decomposition.

Kitchens will be sealed on transient planes temporarily detained; those with a national airport as final destination will surrender food waste and unused foodstuffs for total incineration.

Technical and administrative personnel designated by the Ministry of Agriculture will control the program and will operate on a 24-hour basis.

Procedure Outlined For Libyan Visas

TRIPOLI—American businessmen planning to visit Libya may obtain visas in the United States only through the Libyan Embassy, 2127 Bancroft Place, Washington 8, D.C., the U.S. Embassy reports.

Overseas, U.S. businessmen can obtain Libyan visas through Libyan embassies and consular offices in London, Paris, Madrid, Rome, Ankara, Rabat, Tunis, Cairo, Alexandria, Damascus, Jidda, Lagos, Fort Lamy, Baghdad and Beirut.

British diplomatic and consular establishments are no longer empowered to issue visas for Libya.

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Italy Hikes Income Taxes From Beginning of Year

Boosting by 3% Italy's ordinary tax rate on income from capital (Category A)—to 26% from the former 23%—the Government in a *Gazzetta Ufficiale* announcement lists other increases, all retroactive to Jan. 1, 1962.

Category B income (derived from labor and capital), formerly taxed at 20% on all taxable income over 4 million lire ($6,441), is now taxed at 20% on income between 4 and 10 million lire ($6,441 to $16,103), 22% on incomes over 10 million lire ($16,103), 23% on incomes over 50 million lire ($80,515), and 24% on incomes over 100 million lire ($161,031).

The supplementary tax on incomes from any source is now raised to a 65% ceiling from the former 50% limit on incomes over 100 million ($161,031).

These changes should be noted by holders of the Commerce Department publication, *Establishing a Business in Italy*, World Trade Information Service Report, Part 1, No. 60-33, July 1960.

Welding Wire, Rods In Peru Duty Shift

Changing the tariff classifications for two categories of welding wire and rods, Supreme Resolution No. 57 raises the import duty on one, according to *El Peruano*.

Effective August 20, the Resolution revises Item No. 2353 to "common electrodes prepared for arc welding," instead of "wire and rods of common iron or steel, prepared for autogenous welding and metallization," with the specific import duty raised from .225 soles (.8¢) per gross kilogram to 5 soles (18.5¢) per gross kilogram. The ad valorem surcharge of 15.917% on the c.i.f. value remains unchanged.

The resolution changes Item No. 2354 from "wire and rods of iron or steel alloys, prepared for autogenous welding and metallization" to "wire and rods of special alloys for welding, not included under Tariff Item No. 2353," but leaves the specific duty and ad valorem surcharge on this classification unchanged.

Britain Lifts Bars On Pork Items

Import restrictions have been lifted by the United Kingdom from dollar-area importation of sausages (except fresh, chilled or frozen), as well as lima beans and smoked ham, according to a Board of Trade announcement.

Ecuador Tax Incentives Offered New Industry

QUITO—New industries offering better quality, quantity, or prices on products not fully available through Ecuador's domestic production may qualify for 10-year tax exemptions under Executive Decree 297, the U.S. Embassy reports.

To be eligible, a new industry must locate in the Provinces of El Oro, Loja, Azuay, Cañar or the eastern region.

The exemption will be revoked if the product is not sold below existing prices.

Pressure Containers Put Under New Canadian Rule

The fact that propellants also serve as diluents or solvents in some drugs and cosmetics has led the Food and Drug Directorate of the Department of National Health and Welfare, Ottawa, to issue a new guide replacing the earlier one (FCW, January 29, p. 174) governing the net contents declaration of pressurized containers.

The net contents declaration should represent the weight or volume of the material delivered by the container when manufacturer's directions are followed.

The weight or volume of the propellant may be included in the statement of net contents when the propellant also serves as a diluent or solvent.

Manufacturers and exporters of these products to Canada are requested to

Dominican Republic Excludes Explosives

The Dominican Republic has prohibited the importation of all explosive substances and all substances which could be used to manufacture explosives.

The prohibitions are spelled out in Law No. 5,922, issued May 23.

Restricted Import List Cut by Netherlands; Benelux Items Exempt

THE HAGUE—A shortened list of products subject to possible quantitative import restrictions has been issued by the Government, the U.S. Embassy reports.

Since only a few of the listed items—notably penicillin—are in fact being restricted, publication of the list serves principally to put Dutch importers on notice that certain products may be restricted without further notice if foreign competition unduly harms domestic producers.

Industrial products removed from the list include automobiles and chassis, window glass, nails, bolts and screws, gloves, fishing nets, hemp yarns, binder twine and packing boxes, salt in all forms, chlorine, sodium hydroxide, sodium silicate and methyl chloride.

Among agricultural items removed are: preserved meats, milk, cream, butter, eggs, cut flowers, nearly all types of vegetables and fruit, live hogs and slaughter horses, hog fat and fat backs.

Items still subject to posible quantitative import restrictions, listed by abbreviated description, follow:

Live domestic cattle, except pure breeding cattle and oxen; horse meat, fresh or frozen; meat and edible offals from bovine cattle, fresh or frozen; eels, fresh, chilled or frozen; sea fish, livers, and fish roe, except smelts and sprat, fresh or frozen; herring and livers, roe and fish meal, other than canned; shrimp, in the shell, fresh, chilled, frozen, dried, salted, pickled or boiled; wheat and mixed grains, except seed grains; wheat flour, except self-rising flour; flour from spelt; flour from mixed grains; semolina, semolina flour, groats and other grains (including flakes), of wheat; sugar beets; chicory roots; hops; castor oil; dehydrated castor oil; stearic acid; oleic acid; other industrial fatty acids except tall fatty acids; shrimp, cooked and peeled, including frozen, but not otherwise prepared; coal; palmitic acid; stearic acid; capronic acid and higher saturated fatty acids found in natural fats; oleic acid; linolic acid, linolenic acid, and other higher super-saturated fatty acids found in natural fats; penicillins; medicines for human or animal consumption, containing penicillin; mineral or chemical nitrogenous fertilizers except natural natrium nitrate.

Most listed items may be imported free of possible quantitative restriction if they are from Belgium or Luxembourg.

Exceptions are: coal; live domestic cattle; meat and edible offals from bovine cattle; wheat and mixed grains, except seed grains; wheat flour, except self-rising flour; flour from spelt; flour from mixed grains; semolina, flour, groats and other grains (including flakes), of wheat; and sugar beets.

U.S. Broadens Information On Exporting to Red Bloc

The Bureau of International Programs has made announcements relating to export licensing requirements for trade with Communist nations.

Beginning June 1, the Bureau of International Progams began to provide daily information on unshipped balances remaining on expired, revoked, or cancelled validated export licenses issued to Sino-Soviet bloc countries, Poland, Yugoslavia, and Cuba.

This information will include a general description of the commodity, the value of the unshipped balance of the licensed commodity, and the country of destination specified on the license.

The new information is an expansion of current daily information given on each export license granted on the previous business day.

The Bureau said it is making this additional information available to the general public since experience has shown that many export licenses for these destinations are not used or only partially used.

The data are included in a daily publication entitled "Export Licenses Approved and Reexportations Authorized," which may be consulted free of charge at any Commerce Department Field Office or in the Commerce Department building, Rooms 3836 and 3836A, Washington, D.C.

Annual subscriptions may be placed with the Office of Administrative Operations, U.S. Department of Commerce, Washington 25, D.C., or through Commerce Field Offices at a cost of $37.50.

The Bureau also reminded licensees that licenses in their possession which have expired or against which no shipments will be made must be returned immediately to the Department of Commerce.

Each such license must be accompanied by a notation indicating the reason for its return. The license should be returned to the Office of Export Control, U.S. Department of Commerce, Attention 7344, Washington 25, D.C.

The returned licenses will aid the Department in providing the information on unshipped balances referred to above.

Lastly, the Bureau stated that extensions of the validity period of licenses for exports to Sino-Soviet bloc countries, Poland, Yugoslavia, and Cuba, must be requested as soon as possible, but in any event prior to the expiration of the license.

Request for extension of such licenses received after the expiration date will be denied and the applicant will be required to apply for a new license.

These export control actions are published in detail in the Bureau of International Programs' Current Export Bulletin No. 863, dated May 31, 1962.

Nears Billion Mark

Alliance Committed $93 Million To Latin America During April

The Alliance for Progress committed nearly $93 million in grants and loans to Latin America during April, bringing our total economic assistance under the Alliance since July 1, 1961 to $902.4 million.

Of the April commitment, $63 million was in loans and $30 million in grants.

The $93 million total included $66.3 million in Agency for International Development (AID) projects, one of which was a $10 million credit loan to the Agricultural and Livestock Bank of Venezuela (Banco Agricola y Pecuario) for financing a program of supervised loans to small farmers.

Another was a grant of $1.5 million for school construction in El Salvador.

Loans by the Inter-American Development Bank (IDB), which administers the Social Progress Trust Fund in Latin America on behalf of the U.S., accounted for $21 million.

One of these loans was for $12.99 million to supply pure water and sewers in 6 major Northeast Brazil cities.

Another was a $6.4 million agricultural credit program for low income families in Minas Gerais, Brazil.

A third was for $1 million to raise agricultural productivity in Yucatan, Mexico. A fourth was a loan of $.4 million to the Mexican Institute of Technology to purchase laboratory equipment and train specialists.

The Food for Peace Program also arranged for sale of $5.7 million worth of surplus food to Latin America.

Morocco Gets $30 Million Loan For Development

The U.S. has loaned Morocco $30 million for economic assistance in financing development projects and buying essential imports from the U.S.

The loan is part of the Agency for International Development's (AID) 1962 program for Moroccan assistance.

Of the total, $15 million will be a cash transfer and the other half will consist of credit to finance commodity purchases from the U.S. These items include soy beans, industrial and agricultural machinery, mining and road building equipment, trucks, automotive spare parts and railway equipment.

Moroccan currency accruing to the Government of Morocco from resale of these commodities will finance development projects within the framework of Morocco's 1962 equipment budget.

The loan supplements earlier assistance in the form of a 200,000 ton wheat sale, from which 60% of the proceeds were loaned to Morocco for development projects.

More than $1 million in development grants for a variety of technical assistance activities also will be made available to Morococ during the current fiscal year.

The cash credit is repayable in dollars, and the commodity import loan in either dollars or Moroccan currency, at the option of Morocco.

Both loans are repayable over 40 years with a 4-year grace period before the initial repayment. They carry an interest rate of 3½%.

Marketing Needs Ease Hong Kong Textile Ban

The Interagency Textile Administrative Committee has decided to permit importation of certain cotton textile samples from the crown colony of Hong Kong.

These samples belong to the 8 categories of cotton textiles which were banned from the U.S. under the Geneva Cotton Textile Arrangement of Mar. 19, 1962.

The restrictive order was relaxed to enable domestic firms which have contracted for the Hong Kong materials to begin marketing their merchandise before the period of restraint expires on Oct. 1.

Of Sensitive Goods

Export Controllers Initiate 16 Long-Range Probes

The Department of Commerce had 165 cases of suspected export control violations under investigation during the first quarter of 1962, Secretary of Commerce Luther H. Hodges reported recently.

He also said the Department has undertaken 16 long-range surveys of sensitive commodities and destinations, to guard against possible export control violations.

Improvement of export controls is a continuous process, he said. Rules and practices are subject to change at any time—often swiftly—and depend on changes in the international and domestic scenes. Controls must keep pace with advances in scientific technology, as well as the changing techniques adopted by those who attempt to evade the law.

Of the 165 cases under investigation, at the end of the quarter, 8 had been referred to the Department's Office of the General Counsel for appropriate proceedings—6 for the institution of temporary suspension orders.

In 33 cases, warning letters were issued to the parties involved in various types of violations considered not to warrant formal proceedings.

Determinations of no violation or insufficient evidence closed 26 cases.

The remainder were still under investigation at the close of the quarter.

The Department also rejected 5 export license applications valued at $78,781 on recommendation of the investigations staff. One $4,000 shipment was recalled to the U.S.

Customs Seizures

Customs collectors seized 53 shipments with a total value of $502,497 during first quarter of 1962. Four of these seizures, totaling $343,590 in value, were shipments apparently destined for Cuba in violation of the Export Control Act.

The Department processed export license applications valued at $14,046,208 for Eastern European destinations, of which $13,339,784 worth were approved. The dollar volume was slightly higher than fourth quarter 1961; otherwise, it was the lowest since third quarter 1958.

Principal commodities, shipped mainly to the U.S.S.R., were: isobutyl and normal butyl alcohols for the manufacture of paints, lacquers and varnishes, $2,365,932; man-made staple fiber, $1,662,420; and nonstrategic pulp and paper mill equipment, $2,377,684.

Commodities approved for export to other Eastern European countries included: pipe mill equipment for the production of water gas pipe and mechanical tubing, nonsubsidized soybeans, tobacco, ferrovanadium and vanadium pentoxide (for the production of vanadium catalysts and ferrovanadium), crude sulfur for sulfuric acid, synthetic rubber for civilian rubber products, hot-rolled electrical steel sheets for the manufacture of measurement transformers and molybdenite for use in incandescent bulbs and steel alloy production.

Strategic Rejections

Principal items rejected for export to Eastern European destinations were chemicals and plastics (principally to East Germany), and industrial equipment (principally to the U.S.S.R.). The remainder covered some 15 different classes of commodities. The total value of applications rejected during the first quarter 1962 amounted to $706,424.

Copies of the 59th Quarterly Report on Export Controls will be available shortly from the Government Printing Office for 20 cents a copy. A limited number of copies are now available in the Department of Commerce News Room.

Egypt, Taiwan Buy $330 Million In PL 480 Food

The United Arab Republic (Egypt) has agreed to buy 14.7 million bushels of U.S. wheat and wheat flour worth $28.1 million under Title I of Public Law 480. Like all PL 480 sales, the price includes ocean transport costs.

Proceeds from the loan will be used for Agency for International Development (AID) loans to private U.S. and Egyptian firms for Egyptian economic development, payment of U.S. obligations abroad and various other U.S. purposes.

The Republic of China (Taiwan) has agreed to buy 36,500 bales of U.S. cotton worth $5.13 million under Title I of PL 480. Proceeds from this loan will be used for common defense as well as the types of projects mentioned above.

New Items Added To List Needing Export Licenses

Certain type of ferroalloys, other nonferrous ores, electrical machinery and apparatus, chemical products, and tractors have been added to the Positive List of Commodities requiring validated export licenses, the Bureau of International Programs, U.S. Department of Commerce announced recently.

Among the items which require individual applications for shipment to all destinations, except Canada, are: Ferrocobalt (Schedule B No. 62290); all cobalt melting base materials (B No. 66429); Polyphenyl ethers containing more than 3 phenyl groups (B No. 80698); flash discharge tubes specially fabricated for Lasers (B No. 70655); electron beam welders specially designed for the manufacture of arms, munitions or implements of war, and specially fabricated parts and accessories (B No. 70748).

The Bureau also announced that the following commodities will require individual export licenses for shipment to all countries outside the Western Hemisphere: Wheel type tractors of 125 belt horsepower and over, new, used or rebuilt, and their parts and accessories (B Nos. 78780, 78789, and 78895, respectively).

Shipments of these commodities may be made to all countries, except Cuba, within the Western Hemisphere under general license GO without prior application to the Bureau.

The export control actions are published in detail in the Bureau's Current Export Bulletin No. 863, dated May 31, 1962.

Tariff Commission Will Investigate Clinical Thermometers

The Tariff Commission will hold a public hearing Aug. 28 to help determine if the statutory 85% duty on clinical thermometers should be cut in half.

The Commission is investigating whether the 85% duty should be retained or if the 42½% rate which was in effect from October 1, 1951 to May 21, 1958 could be restored without threatening serious injury to the domestic industry.

The hearing will be held at 10 a.m. in the Hearing Room of the Tariff Commission Building, 8th and "E" Streets, NW., Washington, D.C. Persons wishing to be heard should notify the Secretary of the Commission at least 3 days before the hearing.

President Signs "First Step" To Tariff Modernization

President Kennedy recently signed into law a measure aimed at bringing the tariff schedules on hundreds of items into line with present-day conditions.

In signing the bill, Mr. Kennedy said it was the "first step toward modernization of the U.S. tariff classification system since the Tariff Act of 1930."

The President pointed out that the tariff "had been enacted by Congress well before our present concepts of world trade had been established, and even before many of the modern materials which play such an important part in free world commerce had been developed."

"In view of my previous statements concerning the critical importance of strengthening free world ties through greater trade, and my proposals for new trade legislation, it should be obvious that today's act, which puts in our hands the technical instruments needed to more effectively administer U.S. tariffs, is a signal accomplishment on the path to our national and international objectives," the President said.

The new law, while it will change hundreds of items in our tariff classifications, was designed neither to increase nor decrease the level of U.S. tariffs, according to the President.

He said it was passed to establish tariff schedules that are logical in arrangement and terminology, up-to-date in terms of present categories of commerce, and without the inconsistencies that have crept into classification in the past 30 or more years.

The law represents over 6 years of effort by the U.S. Tariff Commission, undertaken in response to instructions from Congress under Title I of the Customs Simplification Act of 1954.

The new tariff schedules will simplify the determination and application of duty rates. This will benefit not only the importer and the user of imported goods, but the domestic producer as well, who will have more dependable knowledge of the tariff applying to the products he sells or the materials he buys, the President said.

Finally, he said it will benefit the U.S. and our free world trading partners by providing accurate and detailed statistics that we have previously been unable to achieve.

The new act makes it possible for the U.S. to respect its trade-agreement obligations by negotiating with other countries to convert their present concessions into the language of the new schedules.

The new schedules will not go into effect until the necessary steps in this direction have been taken.

Treasury Includes Travelers' Baggage Under Cuban Embargo

U.S. travelers' baggage is no longer exempt from the embargo on Cuban trade.

The Treasury Department has amended the Cuban Import Regulations to remove U.S. citizens and residents from the list of persons entitled to baggage exemption from the prohibition on importing Cuban goods.

The amendment, which became effective May 21, applies to the importation from any country of merchandise made or derived in whole or in part of products originating in Cuba.

Foreign service posts are advising U.S. nationals abroad that they may bring no Cuban products, including Havana cigars, into the U.S., whether as baggage or otherwise.

U.S. Planes Fight Afghan Locust Pest

The U.S. has dispatched an Air Force C-123 spraying plane to help combat a severe locust invasion in Western Afghanistan.

Afghan officials described the menace as the worst in 21 years in urgently requesting aid, and the Minister of Agriculture pointed up the seriousness of the problem by meeting the plane at Kandahar airport.

The aircraft had been participating in U.S. Government antilocust assistance efforts in neighboring Iran.

A second spraying plane has also been ordered to the emergency area from Iran and the operation is expected to be completed shortly.

The operation is being directed by Afghan officials in cooperation with the AID Mission in Afghanistan.

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AID Gives Egypt $20 Million Loan In Stability Drive

The United Arab Republic (Egypt) has received a $20 million U.S. Government loan from the Agency for International Development (AID) to assist in carrying out its stabilization program.

The loan is part of an international program, in which the International Monetary Fund (IMF) is participating, designed to help Egypt improve its balance of payments position and stabilize its finances.

The IMF has already granted Egypt $42.5 million in drawing rights for this purpose, and the Egyptian Government is trying to interest other Free World nations in participating in the program.

The AID loan provides funds for purchase of U.S. chemical and pharmaceuticals, iron and steel, mechanical apparatus and parts, electrical apparatus and parts, and railroad equipment.

The loan is repayable in dollars in 10 years, with a 3-year grace period and interest set at 2½% annually.

AID has now loaned Egypt $40 million during the current fiscal year, including a $17 million loan for grain storage and distribution facilities and $3 million for expanding cellophane production.

Alliance Grant Builds Paraguayan Schools, Helps Train Teachers

The U.S. and Paraguay have committed more than $3 million to an Alliance for Progress program to expand and develop Paraguay's school system.

The project, which will start immediately, calls for the building of new schools and the development of 3 teacher training centers.

Altogether the new facilities will accomodate 110 teachers and 2,700 of Paraguay's 60,000 school-age children who are not receiving any sort of education. Another 1,200 teachers will receive in-service training.

It also envisions a community self-help program to help eliminate Paraguay's shortage of teachers and rural classrooms.

The 2-year project involves a $1.9 million grant from AID coupled with Paraguayan participation of $1.26 million for salaries, equipment and building maintenance.

CHECKLIST OF International Business PUBLICATIONS

June 1962

BUREAU OF INTERNATIONAL PROGRAMS
BUREAU OF INTERNATIONAL BUSINESS OPERATIONS

Data in the publications of the Bureau of International Programs and the Bureau of International Business Operations are obtained from more than 290 United States Foreign Service posts throughout the world and are analyzed and supplemented by specialists in the Department of Commerce.

International Business and Foreign Commerce Weekly

☐ INTERNATIONAL BUSINESS AND FOREIGN COMMERCE WEEKLY is the principal periodical published in the International Affairs area of the Department of Commerce. It offers practical, authoritative, and concise international marketing information and news and reports demonstrating and explaining potential advantages to American businessmen in profitable international sales of U.S. products around the world, in the easily read form of a weekly news magazine.

Carries feature articles on significant developments in the U.S. export trade expansion and other programs, the accomplishments of U.S. trade missions, analyses of U.S. and foreign trade, and reports on outstanding activities of such organizations as GATT, the Common Market, Eximbank, the World Bank, ECAFE, and ECSC. Annual subscription: $16 ($5 additional for foreign mailing). Single copy, 35 cents; Sample copy free.

World Trade Information Service

WORLD TRADE INFORMATION SERVICE (WTIS). Contains basic and authoritative information needed by exporters, importers, investors, manufacturers, researchers, and all who are concerned with international trade and economic conditions throughout the world. The data are presented on specific countries in three series of reports:

☐ PART 1. ECONOMIC REPORTS. Gives economic and marketing data; basic information of the general economy; current economic developments; facts pertaining to business organization; investment and other laws and policies. Annual subscription: $6 ($9.75 if mailed abroad). Single copy, 15 cents.

☐ PART 2. OPERATIONS REPORTS. Describes trading aids; import tariff system; licensing and exchange controls; shipping documents, labeling, marking; food, pharmaceutical, patent, trademark regulations; living costs and conditions. Annual subscription: $6 ($11 if mailed abroad). Single copy, 10 cents.

☐ PART 3. STATISTICAL REPORTS. Presents trade statistics for market research; monthly total U.S. export-import trade; U.S. trade with major countries or areas; foreign trade of individual countries. Annual subscription: $6 ($8.50 if mailed abroad). Single copy, 20 cents.

A listing, by countries, of individual WTIS reports appears on pages 1086—1106.

Commerce Business Daily

☐ COMMERCE BUSINESS DAILY offers a daily synopsis of U.S. Government procurement invitations, subcontracting leads, contract awards, sales or surplus property, and foreign business opportunities. $20 a year; $56 airmail. Available from any Department of Commerce Field Office. Make checks or money orders payable to U.S. Department of Commerce.

Books and Pamphlets

☐ DIRECTORY OF FOREIGN ADVERTISING AGENCIES AND MARKETING RESEARCH ORGANIZATIONS. Lists advertising agencies and marketing research organizations. 1959. 135 pages. 45 cents.

U.S. DEPARTMENT OF COMMERCE — **Luther H. Hodges, Secretary**

Jack N. Behrman
Assistant Secretary for International Affairs

Eugene M. Braderman
Director, Bureau of International Programs

L. Edward Scriven
Director, Bureau of International Business Operations

☐ DIRECTORY OF FOREIGN ORGANIZATIONS FOR TRADE AND INVESTMENT PROMOTION. Lists the principal governmental and private organizations abroad actively engaged in promoting and facilitating trade and investment in the free world. 1961. 108 pages. 35 cents.

☐ THE FUTURE OF TOURISM IN THE PACIFIC AND FAR EAST. A study designed to aid persons and organizations professionally interested in international tourism. Explains how and to what extent tourism can be used to strengthen the economies of the Pacific and Far East. Report prepared by Checchi and Company under contract with the U.S. Department of Commerce and co-sponsored by the Pacific Area Travel Association. Written by Harry G. Clement. 1961. 296 pages. 90 plates (many in color). $4.

☐ GUIDE TO FOREIGN BUSINESS DIRECTORIES. Lists directories of foreign exporters, importers, manufacturers, suppliers, individual professional and business men, trade associations, and Government officials. Gives name and address of publisher of each directory and, where available, the price. 1955. 132 pages. 45 cents.

☐ INFORMATION SOURCES ON INTERNATIONAL TRAVEL. Twelve mimeographed listings of basic source material for use by the international travel industry and the general traveling public. Checklist and order form available from U.S. Department of Commerce, Washington 25, D.C., and its Field Offices.

AREA HANDBOOKS are designed to assist both exporters and investors in marketing abroad and have been issued in two series. The MARKET FOR U.S. PRODUCTS IN ——publications provide a current evaluation of the nature and scope of a country's market, describing the present import pattern, distribution facilities, and trade practices, as well as an analysis of the market for selected commodities. The INVESTMENT IN——publications describe basic conditions and economic outlook for a particular country, giving comprehensive data on natural resources, industry, transport, communications, power facilities, finance, taxation, business methods, trade, and the Government's attitude toward private foreign investment.

☐ *BRAZIL, INFORMATION FOR UNITED STATES BUSINESSMEN.* 1961. 214 pages. $1.75.

☐ *CHILE, INVESTMENT IN.* 1960. 279 pages $1.75.

☐ *CHILE, MARKET FOR U.S. PRODUCTS IN.* 1961. 88 pages. 55 cents.

☐ *INDIA, INVESTMENT IN.* 1961. 271 pages. $1.

☐ *NIGERIA, INVESTMENT IN.* 1957. 182 pages. $1.

☐ *PERU, INVESTMENT IN.* 1957. 157 pages. $1.25.

☐ *PERU, MARKET FOR U.S. PRODUCTS IN.* 1961. 57 pages. 40 cents.

☐ *TAIWAN, INVESTMENT IN.* 1958. 158 pages. $1.

☐ *THAILAND, MARKET FOR U.S. PRODUCTS IN.* 1962. 92 pages. 55 cents.

☐ LAWS, REGULATIONS, AND OTHER INFORMATION RELATING TO FOREIGN-TRADE ZONES IN THE UNITED STATES. Contains, in addition to explanatory notes, the text of the Foreign-Trade Zones Act as amended, Executive Order 7104, Foreign-Trade Zones Board regulations, and Bureau of Customs regulations pertinent to foreign-trade zones. 1958. 30 cents.

☐ SENDING GIFT PACKAGES. Nearly every country in the world is covered in this series of circulars describing United States and foreign country regulations on what can be included in a gift package, what senders should know about packaging regulations, what the recipient must do to receive gift packages, and what he must pay. Available from the U.S. Department of Commerce, Washington 25, D.C., and its Field Offices. 10 cents per country report.

☐ SOURCES OF CREDIT INFORMATION ON FOREIGN FIRMS. A guide to the principal sources of foreign credit information in the United States and abroad. 1958. 84 pages. 30 cents.

☐ SOURCES OF INFORMATION ON FOREIGN TRADE PRACTICE. A guide to reference sources giving the exporter and importer fundamental information on foreign trade techniques. 1959. 47 pages. 25 cents.

TRADE LISTS. Most of these lists furnish, for a particular country, names and addresses of foreign firms (of importers and dealers or of manufacturers and exporters, as the case may be), classified by commodity; others are listings of professional groups, institutions, and service organizations by country. The lists include names and addresses of the principal firms engaging in a specified commodity trade or names and addresses of service or professional groups, etc., with information on the relative size, type of operation, products handled, and sales territory. They also provide a summary of general conditions governing trade in specified products. For some of the smaller countries simple listings of businessmen, often with indication of the commodities handled, are furnished. $1 per list (individual-commodity list, professional group list, businessmen list, etc.) per country.

☐ THE U.S. TRADE MISSIONS PROGRAM. Explains the policies, objectives, responsibilities, and accomplishments of the Trade Missions Program. 1960. 31 pages. Available from the U.S. Department of Commerce, Washington 25, D.C., and its Field Offices. Free.

☐ WORLD TRADE DIRECTORY REPORTS. Carry basic commercial and financial information on specific foreign firms and individuals. Data furnished on a given firm usually cover the type of organization, method of operation, lines handled, size of firm, sales territory, names of owners and officers, capital, sales volume, general reputation in trade and financial circles, and names of any U.S. firms represented by the foreign firm and serving as its supplier. They are prepared by the U.S. Foreign Service, and represent a consensus of reliable sources of information. $1 per report. If information on a particular firm is not on file in Washington, it will be requested from the Foreign Service. To minimize delay, businessmen may authorize telegraphic request and reply, for which the Department of State will bill them direct.

☐ COMPREHENSIVE EXPORT SCHEDULE. Covers U.S. export control regulations and policies, with instructions, interpretations, and explanatory material. Published annually in looseleaf form and kept up to date with supplementary CURRENT EXPORT BULLETINS included in each subscription. Annual subscription starting each April, $6 ($1.50 additional for foreign mailing). Airmail service available only to domestic subscribers. $4 additional. Single copies of CURRENT EXPORT BULLETIN, 25 cents each.

☐ SUMMARY OF U.S. EXPORT CONTROL REGULATIONS. Describes Department's responsibility in administration of the Export Control Act. Lists country designations. Cites categories of commodities and products requiring license; instructions for submitting application; types of license and features of each, how to handle mail shipments, and helpful hints in applying for a license. Includes specimens of forms, such as

application for export license, export license document, request for amendment of license, and shipper's export declaration. 1961. 22 pages. 20 cents.

☐ EXPORT CONTROL. Quarterly bulletin. Details licensing operations and actual shipments of commodities under short supply and security export conditions. 20 cents each. 75 cents annual subscription (25 cents additional for foreign mailing). Available from Superintendent of Documents and Department of Commerce Field Offices.

Reprints

REPRINTS FROM FOREIGN COMMERCE WEEKLY. Available on request from Sales and Distribution Section, U.S. Department of Commerce, Washington 25, D. C.

☐ Private Sector Must Help U.S. Aid Emerging Areas. May 14, 1962.

☐ Want New Markets for Your Products? Machine Tool Trade Team Japan-Bound. May 14, 1962.

☐ Fall Mission Scheduled For Spain. May 7, 1962.

☐ Colombia Tightens Economic Belt; Gives Basic Investors Tax Help. April 30, 1962.

☐ Businessmen To Sell 'BPs' In Philippines. April 23, 1962.

☐ Export Expansion Council Pledges a 10% Increase. April 16, 1962.

☐ Electric Machinery Export Markets Highlighted in Trade List Series. April 9, 1962.

☐ New Export Council Starts Action Program. April 9, 1962.

☐ Israel, Cyprus Are Targets of Mission. March 26, 1962.

☐ Here Are FCIA's Questions, Answers. March 26, 1962.

☐ Japan's Postwar Recovery Spurs Boom in Trade With U.S.-Special Supplement. March 19, 1962.

☐ Alliance for Progress Program Takes Hold in Latin America. March 19, 1962.

☐ U.S. Southeast Asia Trade Center Opens in Bangkok. Special Supplement. March 12, 1962.

☐ BDSA Conducting Extensive Programs to Increase American Exports. March 12, 1962.

☐ Trade Lists Appraise Prospects for Vending Machine Exporters. March 12, 1962.

☐ South Africa's Exchange Reserves Improve As Trade Balance Strengthens. March 5, 1962.

☐ Action Programs to Boost U.S. Exports Underway in Commerce Department. March 5, 1962.

☐ Move to Bolster World Payments System to Benefit International Trade. Feb. 26, 1962.

☐ Needed: Businessmen to Promote Trade Relations With Republics of Middle Africa. Feb. 26, 1962.

☐ Want New Markets for Your Products? Trade Mission—Five Republics of Middle Africa. Feb. 26, 1962.

☐ U.S. Sales to Far East in 1961 Attain New High; Outlook Good for '62. Feb. 19, 1962.

☐ Special Courses in Export-Import Trade Available to U.S. Businessmen. Feb. 19, 1962.

☐ Trade Lists Name Contacts Abroad for Laundry, Drycleaning Suppliers. Feb. 12, 1962.

☐ Export Insurance Plan Gets Under Way. Feb. 12, 1962.

☐ U.S. Trade Mission Program a Major Tool of Trade Promotion and Good Will. Feb. 5, 1962.

☐ Germany and Argentina Set as Trade Mission Targets for Late April Departures. Feb. 5, 1962.

☐ A Trade Policy for The Sixties. Feb. 5, 1962.

☐ LAFTA Tariff Negotiations Concluded; Concessions Cover over 2,450 Items. Jan. 29, 1962.

☐ Nigeria: Africa's Largest Potential Market. Special Supplement. Jan. 22, 1962.

☐ Trade List Series Provides Leads for U.S. Machine Tool Exporters. Jan. 15, 1962.

☐ Summary of Foreign Control Regulations Applying to Imports from the United States. Dec. 25, 1961.

☐ Secretary Hodges Urges U.S. Industry to 'Wage Friendly Competition'. Dec. 25, 1961.

☐ Businessmen Invited to Serve on U.S. Industrial and Trade Development Mission to Burma. Dec. 18, 1961.

☐ Trade Fairs a Means of Expanding U.S. Foreign Sales. Dec. 18, 1961.

☐ Schedule of International Trade Fairs. Dec. 11, 1961.

☐ Trade Lists Help Electronic Equipment Firms Find Contacts in Markets Abroad. Dec. 11, 1961.

☐ AID Announces New Guaranties for U.S. Private Enterprises Overseas. Nov. 13, 1961.

☐ New Trade Lists Round Up Prospects for U.S. Farm Machinery Exporters. Nov. 13, 1961.

☐ Getting Your Share of Business in Burma? Trade Mission. Nov. 6, 1961.

☐ Eximbank Offers Two New Programs of Assistance to U.S. Exporters. Oct. 30, 1961.

☐ New Lists Name Household Appliance Buyers, Agents in Italy, Other Markets. Oct. 23, 1961.

☐ 50 Countries as World Trade Marts. Oct. 16, 1961.

☐ Trade List Pinpoints Possibilities for Radio, TV Exports to France. Sept. 18, 1961.

☐ U.S. Exports Dip in Second Quarter, Imports Edge Upward. Sept. 11, 1961.

☐ Foreign Licensing Arrangements. Sept. 11, 1961.

☐ London Center Facilities Open to Users of Survey. Sept. 11, 1961.

☐ U.S. Private Foreign Investments Total Over $50 Billion. Sept. 4, 1961.

☐ Prosperous Thailand a Good Market for American Products. Sept. 4, 1961.

☐ West Berlin's Economy Makes Further Gains Despite Political Crises. Aug. 28, 1961.

☐ Task Facing 'Alliance for Progress'. Aug. 28, 1961.

☐ Trade Lists Identify Buyers, Markets for U.S. Beverage Equipment Exporters. Aug. 28, 1961.

☐ Basic Congo Economy Healthy. Aug. 21, 1961.

☐ Commerce Department Sharply Expands Services to U.S. Business. Aug. 14 and 21, 1961.

☐ U.S. Missions to Peru, Ecuador, and Chile—Your Business Proposal 'Salesmen.' Aug. 7, 1961.

☐ The Newcomer to World Trade. July 31, 1961.

☐ Jordan Is Promising Market for U.S. Goods. July 31, 1961.

☐ Rapid Growth of Common Market Spurs Import Demand. July 31, 1961.

☐ West Africa—Land of Tomorrow. July 24, 1961.

- ☐ The Federation of The West Indies: A Bright Opportunity for Trade. July 17 and 24, 1961.
- ☐ The Visitor from Abroad. July 17, 1961.
- ☐ Germany Presents Excellent Opportunity for Expanded U.S. Exports. July 17, 1961.
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- ☐ Vast Untapped East African Market Beckons U.S. Business Enterprises. Jan. 23, 1961.

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Census Bureau's Catalog of United States Foreign Trade Statistical Publications

Describes the reports (details and summary) containing U. S. export, import, and shipping statistics issued by the Bureau of the Census. 1962. Foreign Trade Division, Bureau of the Census, U. S. Department of Commerce. Free. Available from the Bureau of the Census, from U. S. Department of Commerce Field Offices, or from the Superintendent of Documents, Washington 25, D.C.

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Contains annotations of the most current and valuable marketing statistics, surveys, reports, and published materials from commercial, educational, professional, and governmental sources including all aspects of foreign trade and commercial relations. Issued monthly by the Office of Marketing Services, Business and Defense Services Administration. Subscription, including two indexes, $2 per year ($2.75, foreign); 15 cents a copy; index supplements, 20 cents each; March supplement lists Government periodicals useful in marketing, 20 cents.

Business Service Checklist

Weekly list of new publications and releases of the U.S. Department of Commerce. Annual subscription, $1.50 ($3.50 for foreign mailing). Do not mail orders to Superintendent of Documents. Mail order and remittance to any U.S. Department of Commerce Field Office or to the U.S. Department of Commerce, Washington 25, D.C.

Exporting to the United States

A manual for importers, outlining the principal procedures necessary, including marking and preparation of invoices, for bringing goods into the United States according to the U.S. customs laws and regulations. 1959. Bureau of the Customs, U.S. Treasury Department. Available from Superintendent of Documents, Washington 25, D. C. 50 cents.

Foreign Consular Offices in the United States

List of foreign consular offices in the United States, its territories and insular possessions, and the Canal Zone. U.S. Department of State. Annual, at varying prices. Available from Superintendent of Documents, Washington 25, D. C.

Checklist of Available Reports in the World Trade Information Service

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(Note: Reports issued prior to 1960 are available only from the U.S. Department of Commerce or through its Field Offices.)

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——Basic Data on the Economy of Afghanistan. Part 1, No. 58-7. 12 pp. January 1958. 10 cents. (Superseded No. 55-74.)
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Nyasaland

See Rhodesia and Nyasaland, Federation of.

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Export Promotion Calendar

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June

9-13—National Plant and Food Institute Meeting, White Sulphur Springs, West Virginia. Commerce Speaker: Peter T. Jones, Deputy Assistant Secretary for Trade Policy.

12—International Trade Conference, Millikin University, Decatur, Ill. Sponsor: Decatur Assn. of Commerce.

14—Monthly Meeting, Chicago International Trade Club, LaSalle Hotel, Chicago, Ill.

14—Summit Conference, National Paint, Varnish and Lacquer Assn., Statler Hotel, Washington, D.C. Commerce Speaker: Peter T. Jones, Deputy Assistant Secretary for Trade Policy.

14—Small Business Administration Counseling Conference, Elgin, Ill. Commerce Speaker: Joseph W. Tucker, Chicago Field Office.

14—Export Trade Seminar, Detroit, Michigan. Sponsor: Greater Detroit Board of Commerce.

14-15—1962 Annual Public Conference, The Patent Trademark and Copyright Foundation of George Washington University, Mayflower Hotel, Washington, D.C.

15—Executive Meeting and Luncheon, Fourdinier Kraft Board Institute, New York, N.Y. Commerce Speaker: Walter Buchdahl, Bureau of International Programs.

18—Meeting of Institute of Distribution, Inc., University Club, New York, N.Y. Commerce Speaker: Peter T. Jones, Deputy Assistant Secretary of Commerce for Trade Policy.

18—Final Report Luncheon of Third Maryland Trade Tour, Lord Baltimore Hotel, Baltimore, Maryland. Sponsors: Maryland Port Authority, Baltimore Assn. of Commerce.

19-21—Materials Handling Institute Exposition, Cobo Hall, Detroit, Mich.★

20—Export Managers Club luncheon meeting, New Orleans, La. Sponsor: New Orleans Chamber of Commerce; Small Business Administration; Regional Export Expansion Council; International House; Port of New Orleans. Commerce Speaker: Bernard Blankenheimer, Bureau of International Programs.

21—Export Expansion Seminar, American Legion Hall, Philadelphia, Pa. Sponsor: Northeast Philadelphia Chamber of Commerce. Commerce Speakers: Walter Buchdahl, Bureau of International Programs; Patrick P. McCabe, Philadelphia Field Office.

21—President's Luncheon, Chamber of Commerce of Greater Pittsburgh and Pittsburgh World Trade Council, Pittsburgh, Pennsylvania.

25—Foreign Trade Institute, Oklahoma Center for Continuing Education, University of Oklahoma, Norman, Oklahoma. Commerce Speakers: Kenneth Auchincloss, Bureau of International Programs; Harry C. Meyers, Manager, Dallas Field Office.

26-28—World Trade Conference, Admiralty Hotel, Norfolk, Virginia. Commerce Speaker: Peter T. Jones, Deputy Assistant Secretary for Trade Policy. Other Commerce participants: E. E. Schnellbacher, Bureau of International Business Operations, Walter Lederer, Office of Business Economics. Sponsors: Mid-Atlantic Industries Assn.; Regional Export Expansion Council; U.S. Small Business Administration; U.S. Department of Commerce.

27—Luncheon Meeting, Lancaster Rotary Club, Lancaster, Pa. Commerce Speaker: John A. Moran, Bureau of International Business Operations.

July

4—Columbia University Seminar on the European Economic Community, Columbia University, New York, N.Y. Commerce Speaker: William B. Dale, Deputy Assistant Secretary for International Affairs.

17—Regular Monthly Luncheon Meeting, International Executives Assn., Inc., Hotel Statler-Hilton, New York, N.Y. Commerce Speaker: William B. Dale, Deputy Assistant Secretary for International Affairs.

19-20—Ninth Annual Meeting, National Conference on International Economic and Social Development, Palmer House, Chicago, Ill. Theme: "The Alliance for Progress."

22-25—Conference for Unity of the Americas, Chicago, Illinois. Commerce Speaker: Dr. Jay H. Cerf, Deputy Assistant Secretary for Program Development.

25-Aug. 12—Fourth Annual Chicago International Trade Fair and World Marketing and Economic Development Conference. McCormick Place, Chicago, Ill. Sponsor: Chicago Assn. of Commerce and Industry.★

September

20—Annual Dinner and Award Presentation, Foreign Traders Assn. of Philadelphia, Inc. Sheraton Hotel, Philadelphia, Pa.

October

3-5—National Convention of the Propeller Club of the U.S., Seattle, Washington.

29-31—49th Annual National Foreign Trade Convention, Waldorf-Astoria, New York, N.Y. Sponsor: National Foreign Trade Council.

29—National Defense Transportation Assn. Convention, Sheraton Palace, San Francisco, California. Commerce Speaker: Clarence D. Martin, Under Secretary for Transportation.

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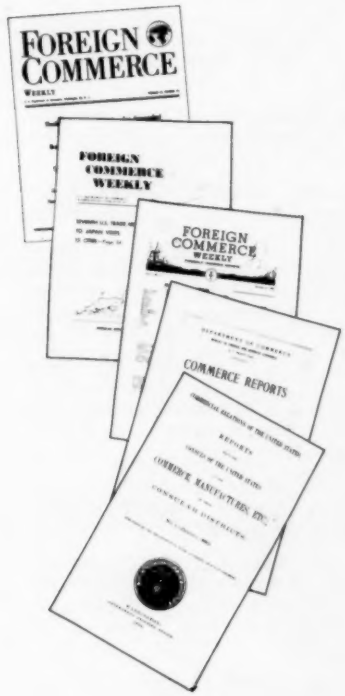

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